Board of Trade Journal

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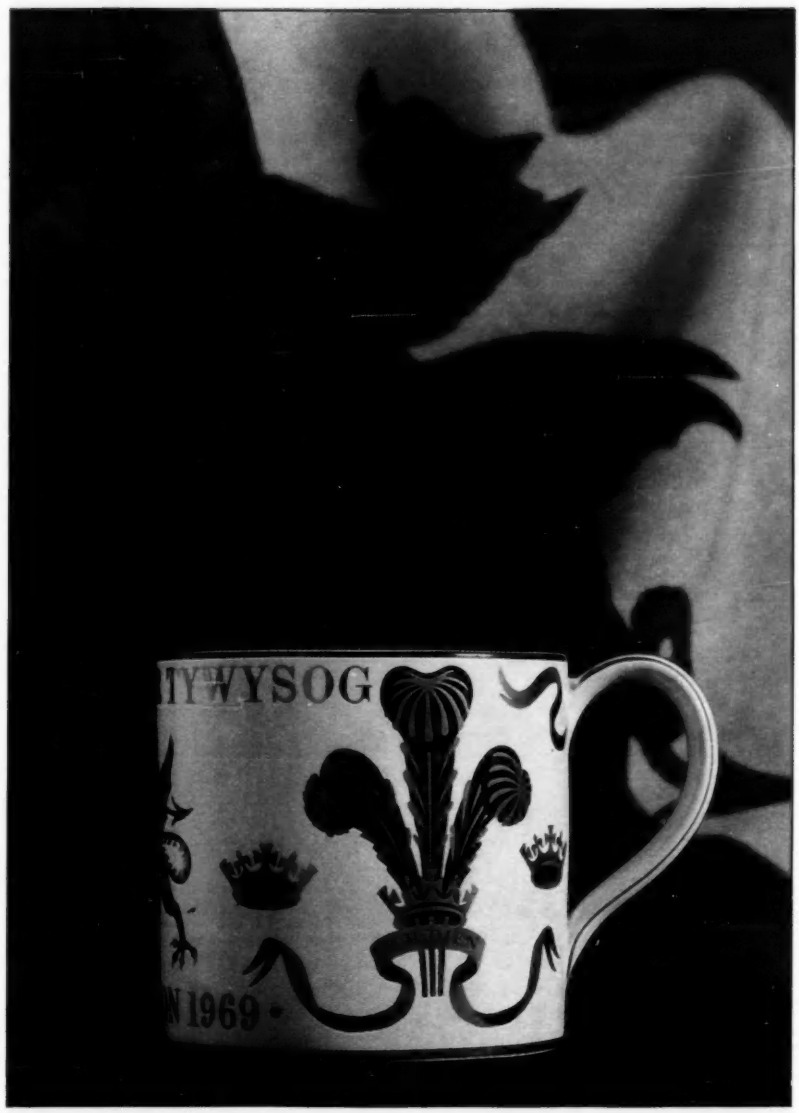

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Front cover photograph

This elegant Queen's Ware mug is one of six commemorative pieces being made by Wedgwood for the investiture of HRH Prince Charles as the Prince of Wales. The designer is Professor Richard Guyatt, FSIA, Hon. ARCA, head of the School of Graphic Design at the Royal College of Art, and designer of two other special mugs for Wedgwood in recent years. A prizewinner in the COID Investiture Souvenir Competition, as were the other pieces submitted by the Wedgwood Group, the 1¼-pint mug has a gold and black decoration incorporating crowns and the Prince of Wales' insignia. Gold lettering reads: 'God bless the Prince of Wales' around the inner rim, and the same wording is repeated on the outside in the Welsh language. The backstamp is also inscribed in gold. The photograph was chosen by Gered Limited of Piccadilly Arcade and Regent Street, London, for the cover of their latest export catalogue – received by 45,000 customers, mainly in North America.

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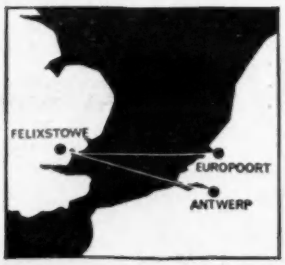

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How to sell in the Federal Republic of Germany

by Dr. F. T. Hamblin, C.B.E., Vice-President, British Trade Council in Germany, General Manager ICI (Deutschland) GmbH

An article on the marketing of consumer goods in the Federal Republic appeared in February 28 issue, pages 595-599

THE PURPOSE of this article is to indicate some lines of approach to the markets which are likely to bring the best results in the shortest time.

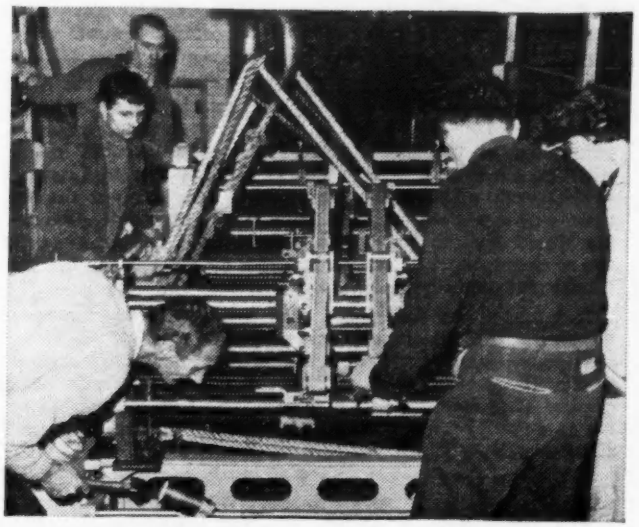
Background to the market

The Federal Republic of Germany is now Britain's second largest export market in the world. British exports to Germany totalled over £323 million in value in 1968, representing an increase of one-third over the figure for 1967. It should be noted that this is a much higher increase than the average for British exports in 1968, and demonstrates the capacity of the German market to take British products, and the ability of British firms to make profitable sales here. Much of this increase was undoubtedly due to the restoration of vigour and impetus to the German economy last year after a rather sluggish period lasting from mid 1966 to the end of 1967. It was helped by lower prices made possible by devaluation and, of course, by the efforts of many British exporters. That there is still tremendous scope for increased exports to this swiftly expanding market is suggested by the fact that our present share of total German imports is only 4.2 per cent. With a larger effort, helped by the 4 per cent easing of import charges introduced by the German Government last November for the period up to March 31, 1970, British exporters should be able to capture something nearer 5 per cent without too much difficulty. Each extra one-half per cent that British business can win represents over £40 million a year; and gives a corresponding stake in the continuing growth of the German market. (Germany, with exports to the United Kingdom valued at £437 million in 1968, has managed to get 5.2 per cent of the United Kingdom market for imports).

Existing selling arrangements should be reviewed

Some British firms manufacturing products with a good sales potential in Germany are undoubtedly held back from a substantial increase in turnover by failure to review existing selling arrangements in the light of conditions in the market today. If this article causes the export directors of such companies to take a fresh look at their allocation of resources in relation to the openings for their products, it will have achieved much of its purpose. Whereas the opportunities are there for all with a worthwhile item to offer the customer, the biggest chance of achieving short-term volume business must lie with the manufacturer already in the market provided that he plays his cards right and is prepared to accept that in appropriate cases you must first lay down a fair-sized stake to come up with a substantial profit. The unearned windfall is as rare in exporting as it is in games of chance. The example of one company is perhaps worth quoting: having studied the market it is investing £100,000 in its marketing effort over the next year. The following year is expected to show a further loss of £50,000; profits of £100,000 in the third year and of £200,000 in the fourth are planned.

The way in which the money and manpower can best be deployed depend, of course, on the product being sold but here are some broad guidelines to assist a company: firstly, to select the right type of sales' organization and, secondly, to provide this with the optimum degree of promotional assistance. The alternatives leave out of account the possibility of marketing goods from the United Kingdom without direct physical presence or representation in the German market, which may be appropriate for certain undertakings e.g. for sales to large central purchasing organizations (see the article on how to sell consumer goods in the German market in the *Board of Trade Journal* of February 28). Nor is any mention made here of manufacture under licence as a means of entering the market: advice on this may be obtained from Export Services Branch.



The first Staude Master MCR high-speed folding box glueing machine to be built in England being prepared by Soag Machinery Ltd. at their Brentford works for a German customer. The order was worth £25,000.

MARKETING METHODS

1. Agents

Most of these act on a commission basis, the rates of commission being quite often higher than those to which British companies are accustomed. Against this can be set the fact that an agent's status is correspondingly higher in Germany and he will expect a spirit of mutual co-operation between equals to exist between himself and his principals. His rights and status are fully protected in German law; terms under which agreements can be cancelled are much more onerous than any of those normally encountered with United Kingdom agents. (Before recruiting an agent British firms would be well advised to consult the paper entitled 'Seeking an agent in Western Germany' which may be obtained from Export Services Branch of the Board of Trade).

SELLING TO THE FEDERAL REPUBLIC OF GERMANY, *continued*

In addition to commission agents there are firms of importers and dealers acting as general distributors.

Germany has traditionally been a country split up into regional divisions, each cultivating its own particular customs and characteristics; this tendency has been strengthened by the present system of Federal Government. The number of agent/distributors capable of tackling the whole country through their own organization or by use of sub-agents/distribu ors is limited. While it is difficult to give firm guidance, this means that a British exporter may have to be prepared to think in terms of working through several agents covering, for example, the North of Germany, the Ruhr, Frankfurt, the South (Bavaria and Baden-Wuerttemberg) and West Berlin respectively. This is particularly the case with consumer goods and mass-produced industrial requirements. Conversely, capital plant with a sophisticated application can normally be sold through one agent covering the whole country.

It should be noted that both Bavaria and Baden-Wuerttemberg are right in the forefront of industrial expansion in the Federal Republic today, and there is much to be said for separate representation in each. In these two states is concentrated a very high percentage of the modern, capital-intensive, growth industries such as electronics, avionics, nucleonics, optics and the like. British export salesmen are seen comparatively rarely in the South, most confining their visits to the traditional British pastures in the North and the Ruhr. The addition of a day or two to the trip to enable them to call on an agent or sub-agent in the South, should pay good dividends.

If a longer stay is possible, there are also many customers in the area who would be only too pleased to meet British businessmen personally. Apart from the patent advantages of being able to explain his needs to the supplier in the course of personal discussion, such contact has a lubricating effect on the machinery of business negotiation and is obviously of the greatest value to the agent or sub-agent.

It is important to emphasize here the desirability of being able to talk in German to your contacts. While there are many top level German businessmen who can speak English, the majority of those concerned with placing orders cannot. If the British visitor does not speak German his visit will still be worthwhile if he engages a good interpreter locally (the British Embassy at Bonn and/or the appropriate Consulate-General will be glad to help to find one).

A good agent will expect substantial support in the early stages of his relationship with the principal and an exporter will usually have to invest some funds in the market before he starts to sell on a significant scale. He should also brace himself for a year or two of minimal profit or even loss before the product gains consumer acceptance, however, before rejecting the thought of exporting to Germany on this account, the principal should reflect how many of this competitors starting from scratch on the home market would expect anything different in the early stages of their operation.

2. Establishment of sales' office

As every agent ruefully admits, the day he realises he is starting to achieve real success in the market, is also the day on which his principal will toy seriously with the idea of setting up his own sales' subsidiary. In Germany, there can be a very decided advantage in doing this where the level of import duty is a factor (bearing in mind, however, the problems of terminating an agency agreement noted earlier) hindering the expansion of turnover. This applies particularly to consumer goods unless they happen to be unique like, for example, Scotch whisky. It is not so much the duty itself which plays the decisive part. It is the agents' substantial mark-ups on the higher basic cost. The end result can put a British company at a definite disadvantage compared with its Common Market competitors. One cannot, of course, avoid the import charges but, by eliminating the mark-up of the importer or agent a considerable saving can be achieved. So far as capital plant of the more complex type is concerned, it undoubtedly helps if this is sold through the medium of salaried sales' engineers based in Germany.

There are other benefits not so apparent. To the distributors handling a firm's products it is a decided psychological boost to know that their principal is now possessed of a foot in the market and gaining first hand knowledge of what the consumer requires. The presence of a sales' subsidiary makes the dissemination of information of company policy and the co-ordination of the sales effort and training in all regions a very much easier matter. The German is still an 'organization man' *par excellence* and he responds well to calls for team effort, company loyalty and the setting of sales' targets. He becomes correspondingly depressed and half-hearted in his efforts if he senses disinterest or lack of drive on the part of his principals or employers.

The cost of running a sales' office on quite unpretentious lines, embracing a high calibre locally recruited or expatriate general manager together with a secretary and adequate office space plus the operational costs of car, telephone and telex, would cost the equivalent of at least £10,000 in Germany today. This is a tall order for a small or even medium sized concern to contemplate at the outset but, once a normal agency arrangement (or market research in some depth) has proved that the product will sell in sufficient volume to make such an investment viable, the outlay should be sanctioned on the principle that 'big fish need bigger bait' and that the Germany market is potentially so large as to make a major effort worthwhile. I would add that money spent on market research by one of the good firms (including some British ones) established in Germany can be well worthwhile. Any firm considering the establishment of its own sales' subsidiary in Germany is advised to consult the paper entitled 'establishing a company in the Federal Republic of Germany' which is obtainable from Export Services Branch.

There are possibilities for establishing a local sales company more cheaply using services provided by an established company. Such a 'service' company would provide office space and services such as warehousing, customs clearance, delivery and dealing with correspondence. The British company setting up a subsidiary would either engage its own salesmen operating out of the subsidiary office or service distributors direct (for example by visits from home-based salesmen) using the subsidiary as a base, the handling of orders received being undertaken by the 'service' company.

3. Joint sales' organization

The Board of Trade is currently seeking to develop a joint export representative scheme which would share the cost of a sales' office among several firms using a joint representative to sell complementary and essentially non-competitive lines. Groups of companies seeking to market their products jointly in this way would have several alternatives from which to choose when considering their marketing organization. Interested firms should

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Visit to UK of British Trade Council in Germany

DR. HAMBLIN, the author of this article, heads a team from the British Trade Council in Germany which is visiting the United Kingdom on March 19-21.

In order that the greatest use may be made of their visit, a meeting is being arranged in Conference Room Main A at the Board of Trade, 1 Victoria Street, London, S.W.1, at 2.30 p.m. on March 19, when British businessmen will be able to put questions to the team from Germany about the prospects for and the practical problems arising from, doing business in Germany.

The team includes: J. W. Allenby (Lansing GmbH), W. K. Kuhlmann (Byford & Co., GmbH), T. Calvelli (resident partner in an international firm of accountants at Hamburg), W. G. F. Schaefer (Hill Samuel & Co., Frankfurt), C. A. Gude (Tozer Kemsley & Hillbourn, GmbH, Hamburg), A. F. Bedford (Heal Textil GmbH, Stuttgart), T. B. Craigie (resident partner in an international firm of accountants at Frankfurt), P. Dreyer (Prestige Haushaltswaren GmbH, Solingen), H. E. Meyer (Ferrymasters Ltd., Düsseldorf), E. G. Wheater (Dunlop AG, Hanau/Main), J. L. Taylor (Counsellor (Commercial), Bonn, K. W. Chesterman, Consul (Commercial), Hamburg. After the London meeting the team will be splitting into two and visiting other main commercial centres.

The first team, under the leadership of Dr. Hamblin, will have meetings at local Chambers of Commerce as follows:

March 20: Birmingham, 11 a.m.
Bristol, 3.30 p.m.
March 21: Cardiff, 10.30 a.m.

The second team, under the leadership of Mr. Gude, will have meetings as follows:

March 20: Manchester, 11 a.m.
March 21: Glasgow, 10.30 a.m.

It is hoped that as many businessmen as possible will take advantage of this opportunity to meet the visiting mission from the British Trade Council. Those wishing to attend the London meeting (2.30 p.m. on March 19) should contact Miss S. Elkin at the Confederation of British Industries, 21 Tothill Street, London, S.W.1 (Tel. 01-930 6711, Ext. 322). Those wishing to attend the other meetings should get in touch with the appropriate Chamber of Commerce.

The visit is linked with the Board of Trade's current exercise 'Opportunity Germany' which emphasises the exceptional potential for increased exports to this important market.

approach the Group Export Representation Unit, Board of Trade, 1 Victoria Street, London, S.W.1.

PROMOTIONAL AIDS

1. Advertising

Advertising everywhere has to be tailored to the susceptibilities of the population of the country concerned. Quite apart from the language problem, therefore, it is as well to place oneself in the hands of a consultant operating in the Federal Republic, or one having close affiliations there, before launching out on an expensive publicity campaign in a market as regionally divided as that of the Federal Republic. A simple guide to the subject is a paper entitled 'How to Advertise Goods of United Kingdom Manufacture in West Germany' obtainable from Export Services Branch.

Sales literature for both capital and consumer goods should have an attractive layout, and be printed on a good quality paper. Some of the literature still used in the United Kingdom would be greeted with derision in Germany, so far as the text is concerned, whimsy should be avoided at all costs. To a degree that would be accounted exceptional in the United Kingdom, the German customer, whether private purchaser or company buyer, judges the product by the attractiveness of the design and the quality of the paper of the literature designed to sell it to him.

Special attention must be paid to translation and proof reading of such literature. It is amazing how many British firms, faced with an outlay of several hundreds of pounds for trade literature in German, will go to a British printing house and have the text translated and proof-read by someone who has just passed his 'A' levels in German. The end result should be burned, but all too often it is proudly displayed to horror-struck agents and visitors

(*Continued on next page*)

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SELLING TO THE FEDERAL REPUBLIC OF GERMANY, *continued*

to German fairs as being an example of British pandering to the foreign buyer. Most heartbreaking of all is the sight of a good text ruined by inadequate proof-reading.

2. Exhibitions and fairs

The specialized trade fair in the Federal Republic is regarded as one of the prime means of making contact with potential customers both domestic and foreign. With this in mind, German fairs of this kind have been deliberately developed to the point where they are, in many instances, the leading events of their kind in the world and thus attract exhibitors and buyers from every continent. One British manufacturer of capital goods has reported that the cost of each serious inquiry received at a trade fair in Germany was one fifth of the cost of similar inquiries obtained through a press advertising campaign carried out at the same time.

British firms would be well advised to take an early opportunity of exhibiting at the fairs appropriate to their range of production. In the early stages at least, they will find plenty of tangible assistance made available to them by the Board of Trade who, in conjunction with the Central Office of Information and the relevant trade association, organize more joint ventures in Germany than in any other market in the world. This year over 800 firms are planning to participate in some 60 joint ventures.

The Central Office of Information undertakes to put out free of charge special publicity in connection with British exhibits at overseas fairs and, indeed, is often able to place material on new products and techniques with trade journals, the general press and, in some cases, with television and radio stations in all countries of interest to the British exporter including, of course, the Federal Republic of Germany. The value of paid advertising as an encouragement to obtaining editorial publicity for British products should not be overlooked. Firms interested in availing themselves of these services should contact the Central Office of Information.

3. Promotion of capital equipment and consumer goods

Before closing this survey, mention should be made of some particularly useful promotional aids for capital equipment on the one hand and consumer goods on the other, namely:

(A) Capital goods

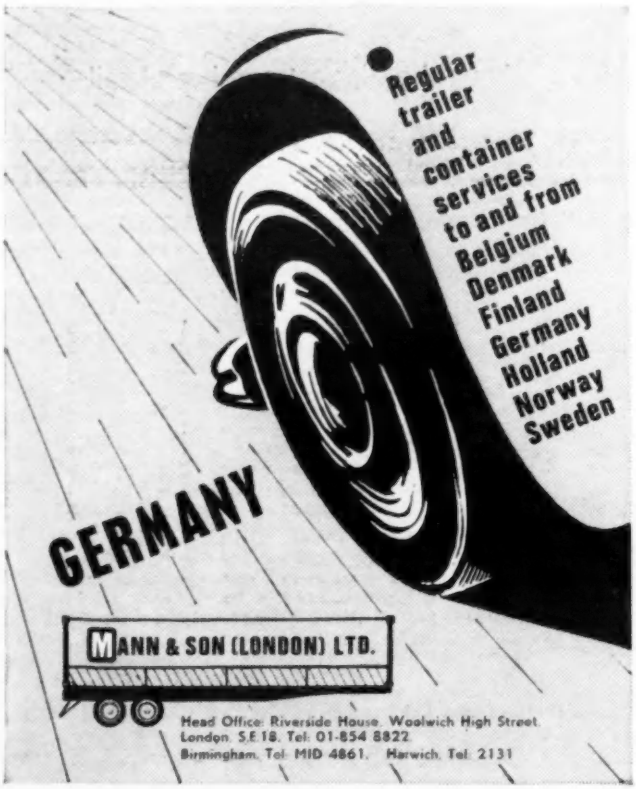
(1) Do not ignore the opportunity afforded for the creation of goodwill by the judicious issue of invitations to important customers to visit the United Kingdom for a due ration of 'red carpet' treatment. German customers particularly appreciate such a mark of esteem from British firms.

(2) Bear in mind the possibility of sending designers to accompany the salesmen from time to time when the latter visit Germany. German users of British capital plant are highly satisfied with its engineering aspects and wearing qualities they may, however, have special requirements which could make the difference between a large order or none, but they do sometimes object to its design. If your agent makes noises on this score, the market is valuable enough to make it worth your while to look into the matter.

(3) The German is a logical thinker, impressed by facts and expert command of a subject. It is conducive to the successful negotiation of business contracts, therefore, if export salesmen are of sufficiently high calibre and possessed of a thorough grounding in the technical aspects of the equipment they are selling. If they lack the technical background, they should ensure they are accompanied on the trip by a qualified engineer.

(4) Many trade fairs arrange seminars concurrently; it is a good idea in such cases to find someone who can deliver a lecture on the field of application appropriate to your products.

(*Continued on page* 740)



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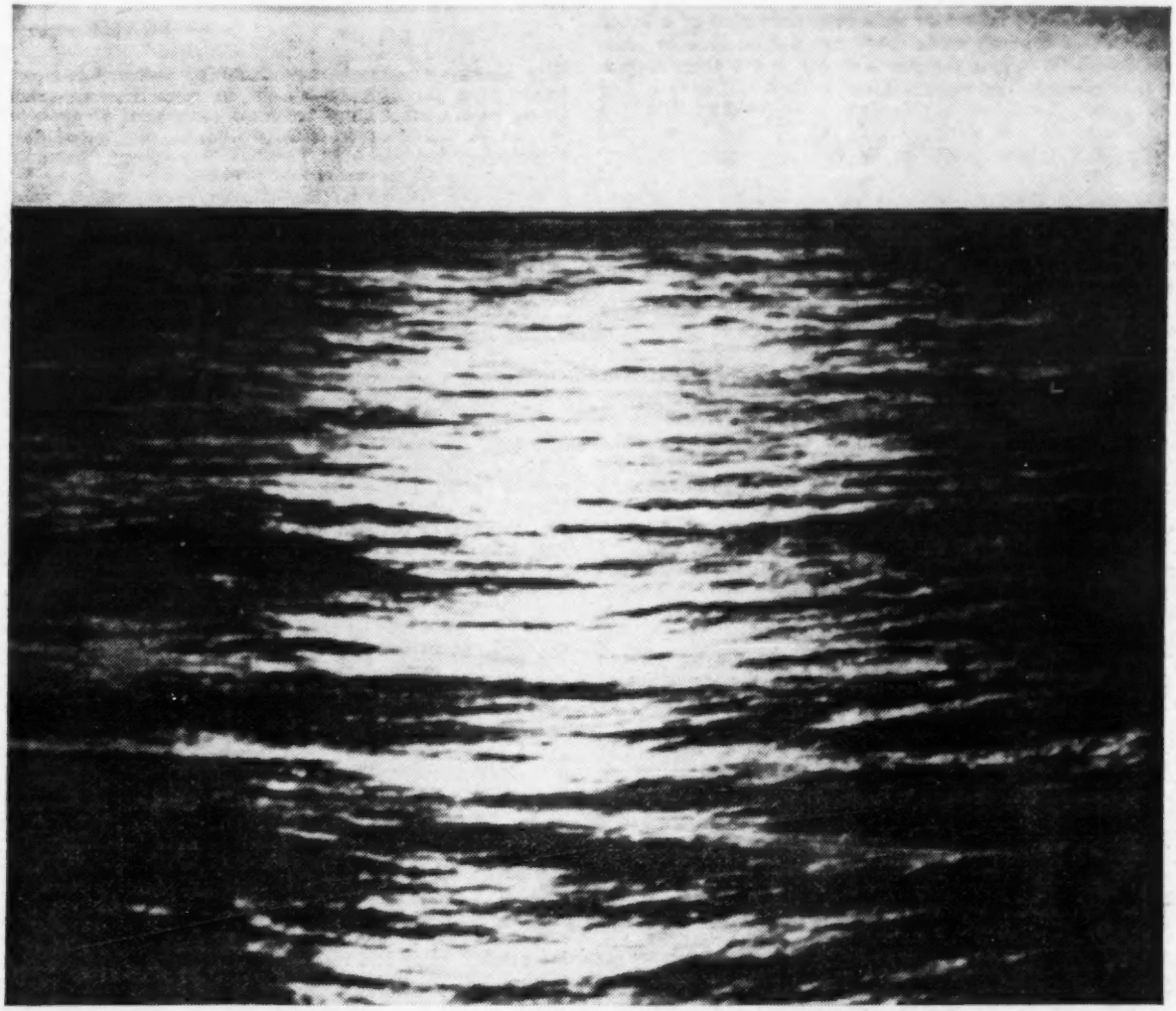

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(B) Consumer goods

(1) Sales are greatly helped by systematic promotion of a brand image in suitable publicity media. No harm will be done by stressing the British flavour of the goods so far as the German purchaser is concerned. The average German does not have a 'buy German' complex and will buy foreign goods provided that they are what he wants and competitive (SMCLN) what he will not tolerate is poor quality, inefficient service and broken delivery promises.

(2) Ensure that you receive the fullest information on all store promotions which are organized by the Board of Trade in the Federal Republic. British Weeks and Store Promotions Directorate, Hillgate House, Ludgate Hill, London, E.C.4, or the Export Council for Europe will provide you with details on request.

(3) Ask Export Services Branch for a copy of the publication 'Report on some major outlets for consumer goods in the Federal Republic of Germany'. This lists all mail order houses, departmental and chain stores and central purchasing organizations in Germany. Once you have established which offer the best prospects as outlets for your products, take an early opportunity of sending out your most senior negotiator to talk with the chief buyer, making sure first that the necessary preparatory work for such a meeting has been conducted on both sides well in advance.

British trade council in Germany

As explained in the article in the *Board of Trade Journal* of December 6, the British Trade Council is anxious to assist British businessmen who are seriously wishing to export to Germany. A mission from the trade council is visiting the United Kingdom in order to let businessmen in London, Birmingham, Manchester, Glasgow, Bristol and Cardiff know more about the help it can give. Details of the visit can be obtained from the secretaries of the Chambers of Commerce in the towns mentioned above or direct from the Board of Trade (*see announcement page* 737).

Publications mentioned in this article as being available from Export Services Branch, can be obtained by telephoning 01-248 5757, Ext. 245.

New Chairman BNEC Southern Africa

MR. ANTHONY CROSLAND, President of the Board of Trade, has invited Mr. Alan J. M. Miller to become the chairman of BNEC Southern Africa on the retirement of Mr. William E. Luke, who has now completed his three-year term of office. Mr. Miller is chairman and managing director of Bestobell Limited which he joined 17 years ago. Bestobell has many overseas subsidiaries and concentrates on light engineering, asbestos products and paints. Mr. Miller, who has had wide experience in the marketing of capital goods, has recently returned from a business tour of South Africa, and took up his new appointment on March 7.

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'Record 20 per cent increase in electrical exports'

— BEAMA annual report

'THE BRITISH ELECTRICAL manufacturing industry is now getting results from its high investment in research and development through increased sales of technically advanced products throughout the world,' said Mr. Stanley Steward, director of the British Electrical and Allied Manufacturers' Association, commenting on the Association's annual report, published on March 12. 'The estimate of £500 million for exports in 1968, which was made after devaluation, has been exceeded and reached £516 million. This was an increase of 20 per cent on the 1967 total of £430 million.'

The report states that British electrical manufacturers maintained their position as a leading world exporter in this field, achieving new records in 1968 in both output and exports. Electrical manufacturers recognize the responsibility which they shoulder as a key industry in our national economy, supplying one-third of the country's new capital equipment and exporting on average some £10 million worth of electrical plant, equipment and appliances every week of the year.

Structural changes

The major structural changes brought about in the electrical manufacturing industry during 1968 to some extent reflected the competitive pressures to which the whole industry is being subjected as well as being in line with the trend towards greater industrial concentration in leading competitor countries such as the United States and Western Germany. This trend has accelerated with the growth of international competition, the need to exploit the full potential of large unified markets and to provide for the enormous investment in research, design and development which is required to advance technology.

Heavy electrical plant

The heavy electrical plant sector of the industry supplies the generating plant and transmission equipment for Britain's electricity supply system and is also a leading world exporter in this field. It is of vital national importance to maintain the capability of the heavy electrical plant sector of the industry so that the store of skills and technical know-how built up over many years will be available to maintain and increase exports and to supply the generating plant and power transmission equipment which will be needed for Britain's future industrial expansion and economic growth.

It was decided to commission Mr. G. B. Richardson, an eminent economist and Fellow of St. John's College, Oxford, to make an independent study and report on the future of the heavy electrical plant industry.

Industrial equipment

With the prospect of a resumption in growth of business in industrial equipment, it is important for the electrical industry to look closely at changes in customer preferences to ensure that the bulk of the capital equipment required is supplied from home production. Imports of industrial equipment are rising substantially, and although it is recognized that Britain cannot export without a reciprocal will to import, there is clearly a need to effect import savings wherever possible by substitution of competitive British products strictly on their commercial and technical merits.

Taxation

The report also deals with taxation matters, which have been the subject of particular study reports on correspondence between the president of BEAMA and the Minister of Technology on SET.

Electrical safety

On electrical safety the report says that over many years the BEAMA has taken the initiative in all matters concerning the safety of electrical equipment and appliances, and the Association played a leading part in the establishment of the British Electrical Approvals Board, which provides a voluntary system for the testing and approval of domestic electrical appliances to the requirements of British Standards.

The BEAMA has also supported the efforts of bodies such as the Consumer Council and the Consumers' Association to secure the greatest possible safety in household appliances. The whole question of safety is being examined by the BEAMA with a view to making practical and detailed proposals to the Government.

ECGD backs contracts for three cargo vessels

THE Export Credits Guarantee Department has signed Financial Guarantees covering the financing of three 16,350 tons deadweight dry cargo vessels, each worth approximately £1.4 million for three different Panamanian companies owned by Greek interests.

The vessels, for which contracts were signed in November 1968, are being built by the Doxford and Sunderland Shipbuilding and Engineering Co. Ltd. of Sunderland, and will be registered in Greece.

The loans, totalling about £3.4 million, will be managed by Hill, Samuel & Co. Ltd. acting on behalf of the National Provincial Bank Ltd. and Martins Bank Ltd. and are repayable over a period of 10 years from delivery.

'Outstanding success' of British Menswear Guild Mission to Japan

MEMBERS OF THE British Menswear Guild Mission to Japan in January, described the mission on their return as an 'outstanding success'. Leader of the mission, Mr. Derek P. Rose, managing director of Bonsoir Limited, describing the Japanese market as a very difficult one to understand, stressed the necessity for businessmen to visit the country personally to make arrangements for sales and distribution. He felt very optimistic about future sales in Japan and that there was 'tremendous potential' for top-quality British clothing.

All members of the mission said that the forthcoming British Week in Tokyo, September 26 to October 7, presented an excellent opportunity for British manufacturers to penetrate the Japanese market, but they emphasized that it would only represent a springboard to future development.

The success of the British Menswear Guild Mission can be shown by the fact that prior to the mission the eight companies' total sales to Japan amounted to approximately £63,000. Members estimated that as a direct result of their visit sales in 1969 would amount to £114,000, and by 1971 sales should reach a total of over £260,000.

SMMT report successful mission to Japan

A SOCIETY of Motor Manufacturers and Traders, BNEC mission, which ended a 14-day visit to Japan recently, reported several large orders and licensing deals. Mr. Kenneth Wallis, secretary of the mission, said two or three companies sold far more than they expected. Others anticipated a successful future on the basis of local manufacturing arrangements.

Peco Silencers Ltd. of Birkenhead reported that one order alone justified their presence on the mission. But they found the market growing so fast that much more was bound to come of it. So far as accessories were concerned, the Japanese market seemed to be equivalent to that of Britain's five or six years ago.

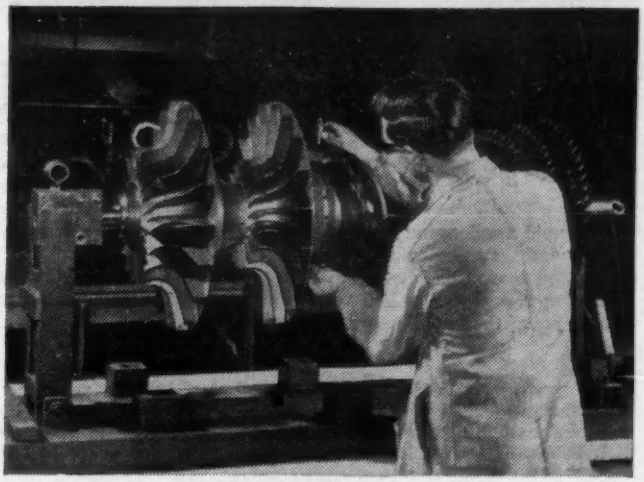
Kismet Ltd. of Bedford, who made a complete range of garage equipment, now regard Japan as a jumping-off point for the rest of the Far East. On the basis of a stock order for the complete range of their equipment, they were planning a comprehensive manufacturing deal. There were no problems so far as the quality of the British product was concerned.

BOAC trade mission to Japan

BRITISH Overseas Airways Corporation announce that leading British industrialists and representatives of the British National Exports Council, Confederation of British Industry and the London Chamber of Commerce will be on board BOAC's Polar route inaugural flight to Tokyo and Osaka on March 31. They will be joined by Mr. Ross Stainton, BOAC's deputy managing director, and Mr. Richard Hilary, commercial director, for an intensive investigation of the Japanese market and the opportunities it offers to the British exporter.

BOAC's new service to Japan will cut about eight hours off the journey time compared with the more traditional route over India, and is expected to be very popular with businessmen. The BOAC trade mission will be in Tokyo while preparatory work is being carried out there for the British Week.

During their stay, the businessmen will be invited to meet Sir John Pilcher, the British Ambassador, and will visit the site for Expo '70, already under construction in Osaka.



Three gas turbines, manufactured at Lincoln by the Ruston Turbine Division of English Electric Diesels Limited, have been ordered by N.V. Nederlandse Gasunie for stand-by duty in Holland's vast natural gas industry. One turbine is to be installed at Ommen in Eastern Holland, and the other two at Ravenstein and Wieringermeer. Each gas turbine, of Ruston TF type, drives a 750 kW alternator. The first Ruston gas turbine was delivered two months from receiving the formal order. The second set is due to be shipped at the end of May and the third later in the year. The photograph shows the final inspection of the rotating assembly of the Ruston TF gas turbine.

Fur Export Group on mission to Scandinavia

THE London Fur Fashion Export Group will leave London today, March 14, for Stockholm on the first stage of their third selling mission to Scandinavia, sponsored by the British National Export Council. The party, totalling 17, will include seven models each wearing one of the latest fashions from the Group's seven member companies. After showing until March 20 in Stockholm (Hotel Anglais), they will proceed the next day to Copenhagen (Palace Hotel), where displays will continue until March 27.

Sweden and Denmark have already proved especially rewarding markets for the London Fur Fashion Export Group, representing a sizeable proportion of the £1½ million export orders so far secured during the Group's 2¼-year existence. The Group will also take part in the official British Sections of three spring exhibitions: the Fashion Week at Munich, the Fur Salon in Paris, and the International Fur Fair, Frankfurt.

Birmingham Chamber to organize mission to Far East

THE FAR EAST SECTION of the Birmingham Chamber of Commerce and Industry is sponsoring a mission that will visit Thailand and Hong Kong in October this year. The Chamber confidently expects that all 20 available places will be quickly filled on this venture, which will be based for one week in Bangkok before moving on to spend a similar period in Hong Kong. Following the usual pattern of these projects, co-ordinated by the British National Export Council, mission participants will probably arrange visits, on an individual basis, when they disband in Hong Kong, to other Far Eastern and Pacific markets before returning to the United Kingdom.

Imports from the USSR

THE BOARD OF TRADE have issued Notice to Importers No. 1245 setting out the licensing arrangements for imports from the USSR for the 12-month period running to December 31, 1969. Full details and the list of quotas appeared in the *Board of Trade Journal* of January 31, page 297.

Two hundred manufacturing firms move to Northern Region in eight years

The rapid acceleration of the number of manufacturing firms moving into the Northern Region was emphasized by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, speaking in Newcastle upon Tyne on March 6. Mrs. Dunwoody, who was speaking at a conference to mark the advent of 200 new firms to the region since the Local Employment Act came into force eight years ago, said that it had taken five years to attract the first hundred firms while the second hundred were secured in a little over three years, the last 50 moving in during 1968.

MRS. DUNWOODY said that locations chosen by the newcomers were fairly widespread with 16 projects in Cumberland and Westmorland, and the rest in the North East. Not only were the traditional industrial areas favoured, the new towns also achieved considerable success:

Teesside	25	projects
Tyneside	20	„
Hartlepools	10	„
Sunderland	9	„
Blyth	9	„
Darlington-Aycliffe	23	„
Peterlee	15	„
Washington	9	„
Cramlington	7	„

Of these 200, half of the newcomers had their origin in the South and the Midlands – London and the South East provided 64 projects and the Midlands providing 34 projects – firms originating in the Yorkshire and Humberside Region had also made an invaluable contribution of 31 projects. Of the projects originating overseas over one-half had been from North America (12 projects) and firms with Scandinavian origins had also made a notable contribution. Nine projects had been started by completely new companies.

A variety of industries were represented by these firms, said the Parliamentary Secretary, the main ones being:

Engineering and electrical goods	54	projects
Textiles	27	„
Chemicals and Allied Trades	20	„
Timber and Furniture	16	„

Other industries included metal manufacture and fabrication, rubber and plastic products, foods, clothing, paints and paper products, said Mrs. Dunwoody.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, hammering home a stake to mark the site at Cowpen, Blyth, of the 100th Board of Trade Advance Factory to be built by English Industrial Estates. Holding the stake is Mr. G. Robertson, North Regional manager of the English Industrial Estates Corporation, and on the right is Ald. James Tweddle, Mayor of Blyth.
[Picture, courtesy of *Blyth News Ashington Post*.]

Job growth

Speaking of job growth, Mrs. Dunwoody said that of the 200 firms, 154 were known to have started production and, it was estimated, employed at present about 27,000 including 17,000 males. Many of these firms were still recruiting labour, some had only just started, and when these reached their target employment levels, an additional 17,000 jobs would be provided including 12,000 for males. The 46 firms not yet in production hoped to provide within the next four years about 7,000 jobs of which 5,000 would be for males. 'This, however, is not the whole story,' said Mrs. Dunwoody, 'for as experience has shown, new firms coming into the region usually expand and generate further employment, both directly and indirectly, so that the situation in manufacturing industry is expected to change considerably in the next few years. Were it not for the loss of employment in the basic industries (coalmining alone has been running down at a rate of between 10,000-11,000 jobs per year in recent times) prospects would be bright but, as it is, the Northern Region needs all the new industry it can get to replace the jobs lost in the traditional industries.

Mrs. Dunwoody said that it was for this reason, the Board of Trade had increased their Development Area inducements and incentives in the last four years, scheduled areas hard hit by colliery closures as Special Development Areas and increased the advanced factory programme. The department had bought land in many places in the North. 'When our current land buying is completed we shall have enough in total, though it is not evenly distributed, to look after our advance factory needs for the next 20 years,' said Mrs. Dunwoody. 'Further industrial sites need to be scheduled by local authorities and others to cater for a growing number of firms which opt to build their own factories against building grants rather than look to the Board to provide factories to rent, although these of course are still in high demand. The consumption of building land is proceeding apace as a growing proportion of firms allow for substantial future growth and have to meet the planning provisions for more space for car parking.'

Assistance under LEA

Assistance to the Northern Development Area under the Local Employment Acts in the year ending March 31, 1968, totalled £12.8 million and a further £56 million was paid out in investment grants. The Parliamentary Secretary continued: 'As has already been seen, these measures are having their effect – the second hundred firms was secured in a little over three years as opposed to five years for the first hundred (actually the last 50 were secured in one year); the area of industrial space approved in the Northern Region last year – 11.9 million sq. ft. – was the highest recorded despite the comparatively low level of economic activity.

'I have spoken mainly of new firms, but this is of course only

one aspect of development. Innumerable Northern firms, both native and naturalized in the 40's and 50's have expanded or are expanding. Let me give you the figures for i.d.c.'s in 1965 to date:

	Area (million sq. ft.)	per cent of G. B. Total	Estimated Additional Employment (Thousands) Total
1965	6.2	10.0	20.3
1966	8.2	10.7	20.3
1967	7.5	8.6	18.2
1968	11.9	10.7	19.5

'But the story hasn't stopped there. The i.d.c.'s for January and February came to 1.8 million with 4,200 new jobs (2,700 males) showing that the 1968 performance continues apace. During the last two months we have collected 15 new firms which with 14 firms secured in 1968 which have not yet publicized their arrival (i.e. they are not in the 200 list) we are well on the way to the third hundred. Add the thousands of jobs aided by Board of Trade finance in the service trades (which are not publicized via industrial development certificates because they do not need them) and you will agree that progress has been remarkable in recasting the North's industrial structure.

'Just in case any of you should believe the job to be almost completed may I take the opportunity to point out that we still have unused assets in the Northern Region. Although all our factories have been tenanted in the Special Development Area with the exception of one new advance factory and one reconditioned factory, we still have a number of both new and second-hand factories within the straight-forward Development Areas. Leaving aside the factories approved by the President in January 1969 and incidentally two of which have already been earmarked for incoming firms, we have advance factories ranging in size from the 2,500 sq. ft. terrace units available at Aycliffe and projected for Meadowfield and Teesside to the 50,000 sq. ft. units available at Sunderland, Team Valley and Aycliffe. In addition to these new units we have a number of other factories vacated by successful tenants for larger premises or left empty by amalgamations, mergers, take-overs, etc. These factories are located at various points throughout the Northern Region and range in size from a 5,000 sq. ft. unit at Tynemouth to a 79,000 sq. ft. unit at Hartlepool. We aim to allocate these factories to soundly based firms employing mainly male labour and having good expansion prospects.'

During her visit to the Northern Region, Mrs. Dunwoody visited the Board of Trade Industrial Estate at Cowpen Road, Blyth, to mark the site of the 100th Board of Trade Advance Factory to be built by English Industrial Estates. She also performed a similar ceremony on the site of a Board of Trade factory at the Nelson Industrial Estate, Cramlington.

Expansion by Welshpool firm

THE BOARD OF TRADE are to build an extension of 42,000 sq. ft. to their factory at Henfaes Lane, Welshpool, for Floform Parts Ltd., a member of the GKN Group of Companies. Floform Parts Ltd. took occupation of a 50,000 sq. ft. factory at Welshpool in August 1967 to undertake the manufacture of impact extruded components for the electrical and electronics industries. They currently employ some 300 people, two-thirds of whom are men, in the factory.

To provide urgently needed additional production facilities for their greatly increased export sales the firm require enlarged production and office space amounting to 42,000 sq. ft. and anticipate that, as a result, they will increase their labour force by 50 people initially with a further increase to a total of approximately 500 people when the plant is fully commissioned; 300 of these will be male employees.

The extension will be built by the Welsh Industrial Estates Corporation on behalf of the Board of Trade. Building work will commence later this year, and it is anticipated that the extension will be nearly ready for occupation by the beginning of 1970.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* Journal.

Inquiry into location attitudes

THE BOARD OF TRADE (in collaboration with the Northern Ireland Ministry of Commerce) are conducting an inquiry into the attitudes of firms to questions of plant location and into the experience of firms in new locations. The firms being approached at present are those which opened a new manufacturing unit during the period 1964-67 in a location where they have not manufactured previously. They are being asked questions intended to throw light on:

how they came to consider opening a new plant in the first place;

what factors determined their choice of location for the new plant;

what information they had available when they made their choice and the manner in which they went about making it, and

their experience since establishing themselves at the new location.

There are about 800 plants in the United Kingdom which meet the definition adopted. About half the firms involved have so far been approached. A very high rate of response is being obtained.

The inquiry is being conducted by the research organization of the Distribution of Industry Division of the Board and it is hoped that the results will be available towards the end of the year.

Attracting new industry to north-east Scotland

TO ATTRACT new industry to the north-east of Scotland and to stimulate the expansion of business to the area, the three local authorities of Aberdeen Corporation, Aberdeen County Council and Kincardine County Council – as represented by the joint North-east of Scotland Development Committee – launched a one-day publicity campaign in London on March 10 with a view to bringing more jobs and capital investment to the region. The purpose of the campaign was to – assist and promote the expansion of existing industry and local authority and public undertakings in the north-east Scotland area; to attract and develop new industry and local authority and public undertakings; to compile and to co-ordinate information and statistics concerning the facilities available to existing industry, and also to assist potential industrialists within the development area; to compile information regarding existing industries, labour potential, unemployment and business opportunities.

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Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 134 *Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff*; 50 *Fairfax St., Bristol* 1, 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

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The Local Authorities, alive to the other essentials, have ensured that the availability of sites is fully backed by the provision of housing and educational and recreational facilities.

As Banffshire is part of a Development Area, Board of Trade grants, loans and other incentives are also available.

For detailed information on Banffshire, and what it can offer you, please contact:

The County Development Officer,
Banff County Council,
13 Cluny Square, BUCKIE.
Tel. No. Buckie 3404.

New appointments to the Monopolies Commission

MR. ANTHONY CROSLAND, President of the Board of Trade, made the following new appointments to the Monopolies Commission on March 5:

Mr. T. P. Bowman	Chairman of PA Management Consultants Ltd.
Mr. B. Boxall	Deputy chairman (Eng.) of Lindustries Ltd.
Mr. J. Gratwick	Managing director of Urwick Orr & Partners Ltd.
Mr. D. A. Hunter Johnston	A managing director of J. Henry Schroder Wagg & Company Ltd.
Mr. K. A. Noble	Director and vice-chairman of the Co-operative Wholesale Society
Mr. M. I. Prichard	Chairman and managing director of the Perkins Engines Group Ltd. (*To take up his appointment on June 1*)
Mr. G. B. Richardson	Fellow of St. John's College, Oxford

The monopolies legislation provides that at any one time the Commission may have up to 25 regular members. With the new appointments the current membership of the Commission will stand at 20. The appointments of several members have expired in the past few months, and this has provided the occasion to maintain the strength and widen the experience of the Commission by appointing these new members.

The Commission, with the new members, will include five industrialists representing a wide range of industry, one merchant banker, three management consultants from leading companies in this field, four economists with expertise in different but relevant branches of the subject, two senior trades unionists, two lawyers, one member of the Co-operative Movement, one stockbroker, one former senior civil servant.

Notes:

The function of the Monopolies Commission is to investigate and report on monopolies, mergers and specified classes of restrictive practices which are referred to it by the Board of Trade under the monopolies and mergers legislation.

With the new appointments the members of the Commission will be:

Sir Ashton Roskill, Q.C. (chairman).

Professor Tibor Barna, Professor of Economics at Sussex University.

Mr. Thomas Patrick Bowman, chairman of the United Kingdom board of PA Management Consultants Ltd. and managing director of PA International Management Consultants Ltd.

Mr. Bernard Boxall, deputy chairman (Eng.) of Lindustries Ltd. and a member of the Industrial Reorganization Corporation.

Mr. Henry Chisholm, chairman of Corby Development Corporation (New Town).

Lord Douglas of Cleveland.

Mr. Roger Falk, chairman of the Furniture Development Council and of the Central Council for Agricultural and Horticultural Co-operation.

Mr. John Gratwick, managing director of Urwick Orr & Partners Ltd. and of Urwick Orr & Partners International Ltd.

Sir Henry Hardman, chairman of the Covent Garden Market Authority and of the Home Grown Cereals Authority.

Professor Herbert Lionel Adolphus Hart, Fellow of University College, Oxford.

Mr. David Alan Hunter Johnston, a managing director of J. Henry Schroder Wagg & Company Ltd., chairman of Schroder Executor and Trustee Company Ltd., a director of six investment trust companies, and the director representing Schroder Wagg on the investment committee of the Trustee Savings Bank Unit Trust.

Mr. Kenneth Albert Noble, a director and vice-chairman of the Co-operative Wholesale Society.

Mr. Roger G. Opie, a lecturer in Economics at New College, Oxford.

Mr. Montague Illtyd Prichard, chairman and managing director of the Perkins Engines Group.

Mr. Edgar Lynton Richards, a stockbroker and a member of the Council of the Stock Exchange.

Mr. George Barclay Richardson, Fellow of St. John's College, Oxford.

Mr. Sydney Allen Robinson, general president of the National Union of Boot and Shoe Operatives.

Mr. John Maxwell Aitken Smith, chartered accountant.

Mr. Leslie Henry Williams, president of the Royal Institute of Chemistry.

Professor Basil Selig Yamey, Professor of Economics at London University.

Consideration of mergers by the BoT

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) The Home and Foreign Investment Trust Ltd. and The Great Northern Investment Trust Ltd.
(2) Dobson Hardwick and Wm. Park & Co. Forgemasters Ltd.
(3) John Crossley – Carpet Trades Holdings Ltd. and The Carpet Manufacturing Co. Ltd.
(4) Lonrho Ltd. and John Holt & Co. (Liverpool) Ltd.
(5) Pegler-Hattersley Ltd. and Newman Hender & Co. Ltd.

Cinematograph Films Council appointment

THE BOARD OF TRADE announce the appointment of Mr. S. Ogden to the Cinematograph Films Council as a representative of employees. Mr. Ogden fills the vacancy created by the resignation of Mr. A. R. Mingaye.

Notes:

Mr. Ogden has succeeded Mr. A. R. Mingaye as Studio Divisional Secretary of the National Association of Theatrical and Kine Employees.

Mr. Mingaye resigned his appointment on his retirement from the industry. He had served on the Council for 12 years.

The functions of the Cinematograph Films Council are to keep under review the progress of the film industry with particular reference to film production and to advise the Board of Trade on any matters relating to the film industry on which the Board of Trade seeks its advice.

Manchester Trade Mark Registry change of address

THE Trade Marks Registry and Designs Register, Manchester Branch, at present located in Regent House, Cannon Street, Manchester, will move to new offices on April 28. From that date the address will be Baskerville House, Browncross Street, New Bailey Street, Salford, M3 5FU (Tel. 061-832 9571).

No business will be transacted at the present address after 4 p.m. on Friday, April 25.

Select Committee on Agriculture report

THE REPORT of the Select Committee on Agriculture has been published in two parts. The main report, *Report from the Select Committee on Agriculture, Session* 1968-69, was published on March 5 and is obtainable from HMSO, 49 High Holborn, London, W.C.1, price £2 18s. The special report, *Special Report from the Select Committee on Agriculture*, 1968 *to* 1969, was published on March 12, and is available from HMSO, price 1s. 9d.

Mintech sets up file industry enquiry

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has set up an inquiry into the engineers' file and rasp industry in the United Kingdom following the decline of home production and the growth of imports in recent years. The inquiry has been agreed with the File Trade Association and the Sheffield Amalgamated Union of File Trades. The inquiry will be made by a committee which had its first meeting on March 4,

New Books

Trade Contacts in Eastern Europe. (185 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. £3.) Several reference books have been published in recent months which have added new details to the amount of information available on trading with Eastern Europe, These are the Economist Intelligence Unit's *Trade with Eastern Europe and the USSR* (*Board of Trade Journal*, October 18, 1968, page 1046), the *East Bloc Directory* 1968 (165 pages. East Bloc Market Data 33-39 Bowling Green Lane, London EC1. £15); and the UNCTAD/GATT pamphlet *Foreign Trade Enterprises in Eastern Europe* (98 pages. Available from the International Trade Centre, Villa Le Bocage, Palais des Nations, Ch – 1211 Geneva 10, Switzerland) compiled as a guide for developing nations. Two national trade directories have also been issued, the *Ceskoslovensky Adresar*, Czechoslovak Directory (2 volumes. Rapid UL.28 Rijna, Praha 1.) and the *Privredni Adresar SFRJ* 1968, Trade Directory of Yugoslavia (1598 pages. Privredni Pregnd Beograd Marsala Birjuzova 3. Both available at £10 each postpaid from Marketing Associates (International) Limited, Dickleburgh Manor, Dickleburgh, Diss, S. Norfolk or 24 Holborn Viaduct, London EC1.). A useful and relatively inexpensive addition to this information is the new edition of the Chamber's directory, a revised and expanded version of *Foreign Trade Corporations of the Planned Republics* which originally appeared in 1962. It has been compiled to help British firms trading in this area, with the co-operation of the various national Chambers of Commerce. The countries covered are Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania and the Soviet Union. The directory is arranged alphabetically by country, and each country section (except Albania) begins with a list of ministries and state committees and commissions concerned with economic and industrial matters. The lists include, where details are available, trusts, economic associations and combines and, in some cases, individual factories or factory groups. Lists of trade corporations and the organizations which service international trade, such as banks and insurance are given for each country. An index to products and services is provided which includes not only Trade Corporations but also the trusts and manufacturing units or groups concerned with the relevant product(s), where these are known. Lists of State Trading Organizations are also available to British firms from the Board of Trade's Export Services Branch (35 Old Bailey, London EC4) and these are brought up to date in the Board's *Export Service Bulletin*.

EIU World Outlook 1969. (86 pages. Economist Intelligence Unit Ltd., Spencer House, 27 St. James's Place, London SW1. £5 5s.; £4 15s. to existing *EIU Quarterly Economic Review* subscribers.) A feature of the 62 *Quarterly Economic Reviews* published by EIU, which together cover 130 countries, is a section called 'outlook', providing a continuing assessment of economic performance in the countries concerned. EIU has now published the first issue of an intended annual compilation which includes forecasts of likely business trends in 1969 based on the 'outlook' sections appearing in each of the *Quarterly Economic Reviews* published in the fourth quarter of 1968. Revisions have been made to take account of the latest data available on December 31, 1968. The intention is to publish future issues in January of each year, and to incorporate as from the January 1970 issue an assessment of the way in which the previous year's forecasts have matched up with actual performance in the countries concerned.

Library Resources in London and South East England, edited by Selwyn Eagle. (388 pages. The Library Association Reference, Special and Information Section. £3 5s.; £2 12s. to Library Association members.) As the latest volume in its series of guides to British library resources, the Reference, Special and Information Section of the Library Association has published this guide to libraries in London and the counties of Bedfordshire, Berkshire, Buckinghamshire, Essex, Hertfordshire, Kent, Middlesex, Oxfordshire, Surrey and Sussex. A total of 1,133 libraries is included, comprising public libraries, libraries in universities and colleges, and those operated by firms and societies. The arrangement of entries is alphabetically by name of library, with a topographical index of places grouped under counties and London postal districts. For each library information is given in a standardized entry, including details of admission policies, hours of opening, telephone and telex numbers, size of bookstock and periodical holdings, other material held (e.g. illustrations, standards, microtexts, press cuttings), the main subjects dealt with and any special collection held. A detailed index is provided of the subjects specified in entries. The final element in each entry is a statement of the services available from that library, covering the provision of information, the loan of books and other material, availability of microtext reading equipment and facilities for providing copies. Many libraries of national importance are of course situated in the region covered by this guide, as also are many special libraries, often small in size, which may nevertheless be the most fruitful source of information on a highly specialized topic. This guide will join the others in the series as a handy reference book for anyone whose function it is to obtain information needed in commercial and industrial undertakings.

Building Contractors. (20 pages. Econtel Research Ltd., Bridge House, 181 Queen Victoria Street, London EC4. 21s.) This booklet is the first in Econtel's new *Industry Series*, which is designed to provide the background facts on companies in different industries. These facts include the adjusted rates of earnings (with backward adjustments for Corporation Tax), growth rates, and rates of profit for recent years.

Training Costs With Reference To The Industrial Training Act, by Douglas Garbutt. (204 pages Gee & Co. £2 12s. 6d.) The Industrial Training Act 1964 has established a system of industrial training boards which are responsible for all forms of training which occur in British industry. As the author points out in his opening chapter, the system established by the Act is comprehensive and complex and it raises many problems concerning costs, grants, levies and benefits of training. He outlines the basic approaches to costing used by accountants and then illustrates by means of forms and explanatory tables how budgets for training can be established. He then goes on to outline routines for collecting training information and stresses that whilst information on how much training is done by a firm must be collected if grants are to be claimed, this does not mean that the costing system must be changed. Relatively minor adjustments will enable memorandum costs to be produced. In his final chapters the author considers the uses to which training information may be put in controlling training and in planning the training function for optimum results.

BASEEFA Guide. (15 pages. Available free from either the Standards Division, Ministry of Technology Abell House, John Islip Street, London, SW1 *or* BASEEFA, Ministry of Technology, SMRE Laboratories, Harpur Hill, Buxton, Derbyshire.) The Minister of Technology administers the British Approvals Service for Electrical Equipment in Flammable Atmospheres with advice from a Council whose members are appointed by the Minister, and are drawn from equipment manufacturers, users, Government Departments and the British Standards Institution.

Principles of Merchandising, by D. B. Wright. (80 pages. Butterworths. 10s.) Merchandising is the main function of the retailer and never ceases to exercise the ingenuity and attention of those engaged in buying and selling. The main purpose of this publication is to elucidate the basic principles of merchandising which have been developed by successive store managements, both in the field of chain and departmental store organizations. The author starts with a general discussion on the nature of the merchandising function. He continues with an analysis of specific aspects of merchandising such as price-planning, mark-up, price lining, stock control and stock keeping and concludes with a general discussion on salesmanship and merchandising. The basic conclusions of the author emphasize the need for efficiently trained staff at all levels, and the importance of planning unit stocks.

Essentials of Mercantile Law, by Kenneth Smith and Denis J. Keenan. 2nd edition. (619 pages. Pitman. 28s.) This new edition is intended primarily for students taking examinations in mercantile and commercial law set by professional bodies in the accounting and secretarial fields. However, the subject matter covered by the book is suited for the Law Society examinations in the subject, and could also be used effectively by students following courses for National Certificates and Diplomas in Business Studies. The subjects covered in this publication include the law of contract, agency, the sale of goods, negotiable instruments, partnerships, registered companies, bankruptcy, insurance, carriage, suretyship and guarantee, arbitration, hire purchase and credit sales. The authors have selected details of a large number of cases which appear as an appendix at the end of the book. The cases are numbered in order to facilitate cross reference with the main text.

Other Publications

AN INTRODUCTION TO MECHANICAL ASSEMBLY, by W. V. Tipping. 261 pages. Business Books. £5 15s.

THE LAW OF RESTRICTIVE TRADE PRACTICES AND MONOPOLIES, by Lord Wilberforce, Alan Campbell and Neil Elles. First supplement to the second edition. 118 pages. Sweet & Maxwell. £1 15s.

MASON'S PUBLISHERS, edited by Patricia Millard. 3rd revised edition. 145 pages. Kenneth Mason Publications Ltd., 13-14 Homewell Havant, Hampshire. £3 3s.

NEWSLETTER 2. EDC for Chemical Industry 8 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

PLANTATION CROPS: A REVIEW OF PRODUCTION, TRADE, CONSUMPTION AND PRICES RELATING TO COFFEE, COCOA, TEA, SUGAR, SPICES, TOBACCO AND RUBBER. 291 pages. Available from the Commonwealth Secretariat Department PDD, Marlborough House, London SW1, at £2; by post £2 2s.

Aviation and Shipping

Merchant shipping notices

MERCHANT SHIPPING ('M') Notices are prepared by the Marine Division of the Board of Trade to provide essential information for shipowners, shipbuilders and ships' crews. The Notices cover a wide range of subjects relating to the safety of merchant ships, fishing vessels and other craft, and to the safety and welfare of passengers and crews. Notices contain information and advice on such matters as safety equipment and procedures, navigation, medical matters, cargo stowage, examination regulations, manning requirements.

M Notices are available free of charge from any Board of Trade or Her Majesty's Customs and Excise Mercantile Marine Office. Users may, however, find it more convenient to obtain all the copies they require by placing a standing order. This ensures that the required number of copies of each new Notice, as published, is delivered direct to their premises.

A small annual charge to cover handling and postage is made for this service. At the time of publication the charges are as follows, but these are subject to variation:

Number of copies	*Annual fee*
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every additional 100 (or fraction of 100)	£1

Inquiries about the standing order service should be made to the Board of Trade's Finance Division at Hemel Hempstead (Tel. 0442 3151, Ext. 105).

Marine inquiry

THE FORMAL public investigation into the circumstances attending the stranding of m.v. 'Ardgarvel' (ON 306955) at Punta Mompas, Spain, on October 30, 1968 will open at 10.30 a.m. on April 17 at the Sheriff Court, Glasgow.

Parliamentary Answers on aviation and shipping

WEDNESDAY, MARCH 5

Training of commercial pilots

Mr. William Rodgers, Minister of State, Board of Trade, was asked whether he would consult with the Secretaries of State for Defence, Education, and Employment and Productivity with a view to facilitating the training of ex-service pilots for work as civil airline pilots. Mr. Rodgers said: 'Close liaison already exists between departments in matters concerned with the training of commercial pilots but I will consult with my colleagues to see if the arrangements need strengthening in particular relation to ex-service pilots.'

RN Air Engineering Station, Arbroath

Lord Brown, Minister of State, Board of Trade, was asked about the prospects of using the Royal Naval Air Engineering Station at Arbroath for industrial, civilian or military purposes and of bringing employment to the area to take the place of the employment which would cease when the air station was closed down.

Lord Brown said: 'As mentioned in the Statement on Defence Estimates 1969, the possibility of continuing to use the Royal Naval Air Station at Arbroath for either defence or civilian use is being urgently considered. The Board of Trade will continue to bring the area to the notice of all suitable inquirers and, as an indication of our concern for this area, the noble Lord will be pleased to know that a Board of Trade factory has recently been completed in Arbroath for an engineering company.'

Charter flights from foreign carriers

Lord Beswick was asked (a) How many charter flights out of Great Britain by foreign carriers had been authorized for the 1969 inclusive tour season; (b) How many applications for such flights were under consideration; (c) What was Government policy in respect of such applications, bearing in mind the degree of unemployment among pilots and others in the independent airline industry. He replied that the answer to the first part of the Question was none, as yet, and 1,875 to the second part of the Question. Permission for nearly all of these applications was likely to be granted. Government policy reflected the fact that the United Kingdom was among the countries that had accepted Recommendation No. 2 of the Fifth Session of the European Civil Aviation Conference, which called for liberal treatment on a reciprocal basis to be accorded to inclusive tour charter flights.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2 (01-405 3422).

Some Investigations at the Engineering Laboratories of the US Bureau of Reclamation into the Uses of Concrete and Plastic Materials and Coatings, by M. D. Ashton. 2 pages. *UKSM Report No.* 69/3. Investigations including the suitability of concrete for sea water desalination plant, the use of plastic linings for irrigation canals, the potential of reinforced plastic mortar pipes for conveying of water, and the use of various coatings for the protection of buried steel pipes are among the activities of the Engineering Laboratories of the Bureau of Reclamation which are described in this report.

The Prediction and Prevention of Natural Catastrophes Such as Earthquakes, by H. K. Bourne. 6 pages. *UKSM Report No.* 69/4. During the past few years, research into the causes, effects and possible prediction of earthquakes has become quite active in the United States under the stimulus of the event in Alaska in 1964. The population living in seismic areas is increasing steadily, so that there is a need to be able to predict natural earthquakes and to minimize the damage they produce. Large civil engineering works, underground testing and the storage of waste products in caverns, can produce artificial earthquakes, sometimes with dangerous consequences. An appreciable number of volcanic eruptions have occurred in the United States during the past 20 years. Some of the volcanos which are at present inactive, may be only dormant, so that a 'volcano watch' might be desirable.

Materials Research at Bell Telephone Laboratories, by M. D. Ashton. 2 pages. *UKSM Report No.* 69/5. This report describes some projects of the Materials Research Division of Bell Telephone Laboratories.

Bonn Newsletter. 6 pages. This report contains information on the following subjects: visitors to Germany, support for new technologies, universities, brain drain, donation to the Max Planck Institute, the Federal German Library, promotion of research in Austria, and scientific co-operation with Latin America.

Fluidics in Germany, by M. H. Proctor. 4 pages. *Germany* 121. There is an interest in fluidics in Germany, but the technique has not yet been widely accepted as it has in the United Kingdom or the United States and a 'technological gap' exsists in Germany vis-a-vis both these countries. Most firms in Germany manufacturing fluidic elements are subsidiaries of overseas firms or manufacturing under licence, and it is expected to be some years before German developed products are available at competitive prices.

Transportation Bulletin No. 14 January 1969, by H. K. Bourne. 12 pages. This transportation bulletin is divided into four sections: general, road transport, rail transport and marine transport.

The Mechanical Harvesting of Fruits and Vegetables in the USA, by M. D. Ashton. 4 pages. *UKSM Report No.* 69/6. The current status of the mechanical harvesting of fruits and vegetables in the United States was discussed during a recent visit to the Harvesting and Farm Processing Research Branch of the Agricultural Engineering Research Division, United States Department of Agriculture, Beltsville, Maryland.

(*Continued at foot of next page*)

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

WEDNESDAY, MARCH 5

Import of apples

Mr. Edmund Dell, Minister of State, Board of Trade, was asked how many licences were issued for the import of apples for processing in the years 1966, 1967 and 1968; and what were the quantities imported. Mr. Dell replied that no licences were issued outside the quota for the import of apples for canning or processing in 1966 or 1968. 47 licences were issued in 1967 under the special arrangements introduced for that season. Imports of apples for canning or processing were not separately identified in the trade accounts but returns made by processors who received licences under the 1967 arrangements showed imports totalling 7,520 tons.

Mr. Dell, in answer to a request for a statement on present policy on the importation of apples for processing, said: 'Special arrangements are not normally made for the importation of apples for processing. In 1961 and 1967 when the home crops of culinary apples were short, licences for imports outside the normal quota arrangements were issued to processors.'

United Kingdom food imports

A Member asked if the Board of Trade would undertake a general review of overseas trade policy, with particular reference to the effect on the balance of payments of commodity price support schemes affecting United Kingdom food and raw material imports in excess of £10 million per annum in each case. Mr. Dell answered: 'No, sir. I am satisfied that our present policy is the right one. This is to support the conclusion of international commodity agreements, where appropriate, with the aim of stabilizing prices at levels fair to consumers and remunerative to producers.'

Imports of otter skins

Answering a request for details of the number and value of otter skins imported into this country during each of the past five years, the sources of such skins, and the extent to which such imports were supplemented by the use of skins from the indigenous British species of otter, Mr. Dell said the detailed information was not readily available and could not be provided without disproportionate expenditure of time and money. However, from the limited information available it would appear that between 2,000 and 5,000 otter skins were imported into Britain annually. British produced skins were negligible in quantity. Mr. Dell said, in answer to a suggestion that he should take steps to ban the trade in otter skins in this country, that he was not aware of any grounds which would justify considering interference with this trade.

Industrial development

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, answered questions on industrial development in Cornwall and the Hartlepools.

FRIDAY, MARCH 7

Bankruptcies

Mr. Dell was asked how many bankruptcies took place in England and Wales in 1968; if he would list the type of business operations involved; and how the figures compared with those for the previous five years. He gave the following information:

Number of Bankruptcies	1968	1967	1966	1965	1964	1963
TOTAL	3,926	4,029	7,306	3,404	3,359	3,968
Agriculture	189	230	241	229	217	287
Extractive industries	21	21	18	18	17	31
Manufacturing industries	349	377	301	293	362	380
Building and contracting	963	992	900	739	700	822
Transport and communications	324	337	278	249	274	368
Distributive trades	896	899	919	929	1,005	1,241
Directors and promoters of companies	230	272	217	165	145	102
Professional, business and miscellaneous services	705	680	629	582	524	614
Public administration and defence	21	18	13	10	8	21
No occupation	196	151	122	144	84	66
Occupation unknown	32	52	68	46	23	36

THURSDAY, MARCH 6

Industrial investment

A Member asked if a survey would be commissioned of the factors affecting investment by industrialists in the Principality, with a view to making recommendations, Mrs. Dunwoody said an inquiry already being conducted by the Board of Trade into the attitudes and experience of firms throughout the country which moved between 1964 and 1967 would throw light on the factors influencing investment by industrialists in the Principality and elsewhere.

Loan to the Cunard Company

A Member asked whether arrangements for a loan to the Cunard Company made in 1963 under the Shipbuilding Credit Act 1964 included conditions as to the design of the ship or its propulsion machinery or the yard in which it was to be built. Mr. Edmund Dell, Minister of State, Board of Trade, said as with all loans offered under this Act the general specification was approved but not conditions were placed on the design of the ship or its propulsion machinery. Exceptionally in this case the company was required to invite tenders from all suitable British yards.

FRIDAY, MARCH 7

Crowther Committee on consumer credit

A Member asked if an interim report from the Crowther Committee on consumer credit would be called in view of the recent increase in Bank Rate to 8 per cent. Mr. Dell said: 'No. I do not think that changes in Bank Rate have any direct bearing on the issues which the Committee is considering.'

SCIENCE REPORTS, *continued*

Atmospheric Pollution and the World Climate, by H. K. Bourne. 6 pages. *UKSM Report No.* 69/7. Man's activities on the earth are affecting the world climate. This report discusses possible effects of atmospheric dust and other forms of pollution on precipitation and climate.

Sharing of Large Scientific Facilities by Universities, by H. K. Bourne. 3 pages. *UKSM Report No.* 69/8. 'Big science' needs big and expensive facilities. American universities collaborate in order to acquire and use such facilities. This report gives some examples of such collaboration.

The National Bureau of Standards Center for Computer Science and Technology, by H. K. Bourne. 8 pages. *UKSM Report No.* 69/9. The main functions of the Computer Center revolve around the Brook's legislation in Public law 89-306 of October 30, 1965, designed to ensure efficient and effective use of automatic data processing equipment by the federal agencies by purchase, lease or transfer between agencies; to provide joint utilization of equipment by several federal agencies to establish and operate equipment pools and data processing centres for the use of several agencies when this is necessary. This report describes the functions and programme of the National Bureau of Standards Center for Computer Science and Technology.

Some Research Activities of Cornell University, by M. D. Ashton. 4 pages. *UKSM Report No.* 69/10. Some of the research activities being carried out at Cornell University in the Departments of Chemical Engineering, Materials Science, Agricultural Engineering and in the Water Resource and Marine Sciences Centre are described.

Science and Technology in Sweden, by P. Bakke. 3 pages. *Scandinavia* 12. A brief review is provided of the scale of effort in Swedish research and development, the bodies involved in policy-making and funding, and the types of organization which undertake R and D.

Tokyo Newsletter. No. 171969. 18 pages. The topics covered in this Newsletter include science and government policy, education, space science, engineering and technology, agriculture and food, medicine and health.

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One of the ways in which the International Trade Centre UNCTAD/GATT helps developing countries is that of a 'Trade Promotion Advisory Service'. The Centre's Trade Promotion Advisers visit developing countries on request for the purpose of helping them to establish official export promotion services, or to improve existing services. The Advisory Service also covers problems such as that of dealing with the disposal of a particular crop in difficult circumstances.

Further information may be obtained from the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
March 18	Miscellaneous stores	Command Ordnance Sub Depot, Reed Hall, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)

Machine tools including portable reciprocating saw; 3-in. Wallin portable pump set; Smart & Brown lathe; wheeled belt driven saw; 6-in. hacksawing machine 4 ft. by 2 ft. by 3 ft.; Wilson 7-in. SS and SC lathe; shearing machines; B & D ½-in. drill; water piping and fittings; electrical and wireless equipment; scrap brass and copper; bearings; pneumatic vibrator screenboards; firemen's and firewomen's uniforms and equipment; firefighting equipment; haversacks GS Mk. 7; clothing and furniture; large quantities of general stores.

March 25-27	Technical and miscellaneous stores	Regional Depot RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4266.)

Fork lift trucks; generators; charging sets; overhead gantries; fire pump trailers; concrete breakers; R209 reception sets; radio receivers; machine tools; water pumps; gasolene pumps; vices; jacks; tyres; battery chargers; auto scythes; fuel and water tanks; cable; valves; chain saws; electric drills; petrol and diesel engines; small tools; Mikroma 16 mm. miniature cameras with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; Microflex, aircraft and other cameras and photographic equipment; enlargers; film; bromide paper; film spools; wireless, MT and electrical and signal spares; theodolites; levels; compasses; range finders; telescopes; binoculars; wrist watches; clocks; blankets; vests and drawers; greatcoats; ankle boots (unworn); battledress blouses and trousers; cap comforters; towels; ties; housewives; shirts; PT shorts; raincoats and other clothing; web haversacks, packs and pouches; sea kitbags; canvas holdalls; nylon tape and cord; safari kits; pillows; fold flat chairs; various tables; filing cabinets and other furniture; also a large collection of miscellaneous stores.

April 2	Vehicles and miscellaneous stores	Auctioneers' Premises	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233.)

Vehicles including Standard Vanguard and Ensign saloons; Morris Mini Minor and Oxford saloons and commercial vans; utility vans; Bedford Utilecons and 7-ton trucks; Brockhouse and Sankey cargo trailers; Austin 1-ton trucks; Blaw Knox excavator and ancillaries; BSA 500 c.c. motor cycles, etc.; fitters', electricians', carpenters' and vehicle mechanics' tool kits; oxy-acetylene welding, cutting and gouging equipment; hydraulic and trolley jacks; scrap batteries; miscellaneous MT spares; heavy duty portable electric drills; No. 19 radio stations; wireless communications spares; prismatic binoculars; high pressure lamps; generating sets; bivouac tents; blankets; mattresses; sheets; ankle boots; greatcoats; raincoats; berets; khaki flannel shirts and shorts; groundsheets; web haversacks; sea kitbags; carpets; mixed rags; clothing lockers; dressing chests; chairs and other furniture.

April 16	Aircraft equipment, miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447.)

Aircraft instruments, components, spares and ground servicing equipment; industrial tractors; concrete mixer; Case Side shovel; Broomwade compressor; air supply trolleys, petrol driven electric trolleys; trolley-mounted Westalite rectifier sets Style 442; oxy-hydrogen underwater cutting equipment; Portway & Hay cable laying apparatuses; hydraulic and water pumps; dumpers ¾ cu. yds.; field telephones; electronic valves; X-ray equipment; fork lift trucks; plotting equipment; aircraft tyres, various; Green's 'Griffin' road roller, 6-ton; MT spares; large quantity 1-in. brushes; cellular drawers; blue serge jumpers and jackets; anti-gas clothing; large quantity unworn ankle boots, various sizes; denim trousers; kitchenware; wooden tables, detachable metal legs; and large assortment miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

BUILDING MATERIALS

Many tons of pipe and pipe fittings, water tanks and towers and fittings (normal domestic and commercial pattern) will be offered for sale at Ministry of Defence auctions sales to be held at COLCHESTER, Essex, on March 18, 1969; BARLOW, Yorks., on May 20, 1969, and BRANSTON, Staffs., on June 10, 1969. Catalogues, price 1s. 0d. (postal order only) will be available from about two weeks prior to and up to date of sales, from the following auctioneers:

COLCHESTER: Fenn, Wright & Co., 146 High Street, Colchester, Essex.
BARLOW: Bartle & Son, 52 Merrion Street, Leeds LS2 8JH, Yorks.
BRANSTON: Arnold & Son, 'Modwena House', 13 Market Place, Burton-upon-Trent, Staffs.

SURPLUS CLOTHING

Large quantities of surplus clothing including firemen's trousers, tunics and greatcoats; women's gaberdine raincoats, greatcoats, jackets, skirts, wrapover overalls, waterproof leggings, webbing waist belts, shoes and peaked caps, are to be sold at Ministry of Defence auction sale at COLCHESTER, Essex, on March 18, 1969. Catalogues, price 1s. 0d. (postal order only) obtained from the auctioneers:

Fenn, Wright & Co., 146 High Street, Colchester, Essex.

ARMY BOOTS

Large quantities of unworn army boots are to be sold at Ministry of Defence auctions sales to be held at HEREFORD on March 25-27, and at STIRLING on April 16. They will be sold by sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the following auctioneers:

HEREFORD: Russell, Baldwin & Bright, 20 King Street, Hereford.
STIRLING: Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	106	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+345	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133	133	171	165	132	101	173	130	175	203	186	+104	— 40	+10	+10
1968		139*				104		120*	189*				— 15*	+75*	+90
1967															
1st quarter	133	132	167	161	129	100	167	130	172	192	179	+ 32	— 15	— 3	+14
2nd quarter	133	133	169	162	129	100	176	137	183	200	185	+ 45	+ 8	— 3	+14
3rd quarter	134	133	173	166	132	102	174	128	173	207	190	— 25	— 11	— 4	—20
4th quarter	134	135	174	170	135	104	174	127	171	211	192	+ 59	— 22	+20	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	125	191	210	194	—119	—140	+ 9	+46
2nd quarter	135	138	181	170	130	102	174	125	176	216	189	+ 90	+ 58	+15	Nil
3rd quarter	138	140	184	175	134	103	176	132	194	210	184	+ 72	+ 29	+16	+ 5
4th quarter		142*				104		135*	197*				+ 38*	+34*	+39
1968															
July		140				102									
August		141				104									
September		140				102									
October		141*				103									
November		142*				106									
December		143*				104									
1969															
January						105									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1963	1963	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	..	..	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	100·0	100·0	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	106·8	104·6	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	110·2	107·3	168·5	325	254	24,834	158	155	+ 15
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,475	165	155	—404
1968	145*	129*	125·0	+4·7	120·5*	112·4*	187·3	543	189		206	190	
1967													
1st quarter	149	104	118·6	+3·7	106·8	107·6	171·4	458	186	24,510	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,495	166	160	—140
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,502	162	157	— 20
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24,395	179	138	—299
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,313	203	181	—175
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	119·3	112·8	187·6	580	182		209	196	— 80
4th quarter	145*	129*	127·2	+5·6	120·4	113·1	190·7	533	210		212	200	
1968													
July	138	123*	125·5	+5·3	119·2	112·7	187·0	580	180		210	188	
August	139	126*	125·7	+5·7	119·1	112·7	187·6	585	179		209	199	
September	138	128*	125·8	+5·9	119·7	112·8	188·2	575	186		207	201	
October	140*	126*	126·4	+5·6	119·9	113·0	188·5	551	195		211	194	
November	141*	126*	126·7	+5·2	120·4	113·1	190·4	529	211		217	207	
December	145*	129*	128·4	+5·9	120·9	113·3	193·3	520	225		209	198	
1969													
January			129·1	+6·2	121·9*	113·6*	193·8	506	208		208	205	
February					122·5*	113·7*		487	208				

*Provisional. †Not seasonally adjusted.

Acquisitions and mergers of companies in 1968

THIS IS THE second article in the quarterly series summarizing published information about acquisitions and mergers of large companies. It gives figures for the fourth quarter of 1968 and the year as a whole. Figures for the first three quarters of 1968 were given in the *Board of Trade Journal* of January 24, 1969.

The level of acquisitions was still higher in the fourth quarter of 1968 than it had been earlier in the year. There were 199 acquisitions for an expenditure of £673.2 million with non-electrical engineering, textiles, bricks, etc., construction, wholesale distribution and miscellaneous services showing most activity. In terms of expenditure the acquisition of English Electric by the General Electric Company Ltd. for £277.0 million accounted for 41 per cent of the quarter's total. Other major acquisitions included the takeover of City Centre Properties by Land Securities Investment Trust for £71.9 million and that of Derbyshire Stone by Tarmac for £45.4 million.

During the fourth quarter there was only one merger, in bricks, pottery, etc., the market value of which was £1.6 million.

For 1968 as a whole expenditure on acquisitions by companies within the analysis was £1,779 million. This total may be compared with the following figures derived from company accounts for earlier years (in £ million):

1964	1965	1966	1967 (prov)
502	507	447	781

These earlier figures are not exactly comparable with the 1968 total since they are derived from companies' accounts relating to a variety of accounting years approximating to the calendar year shown. But there can be no doubt about the very rapid growth of acquisitions since 1966.

There were mergers or acquisitions in 1968 in all the industry groups included within the analysis. Textiles maintained a high activity with 42 companies acquiring 63 others for an expenditure of £186 million. These numbers were matched in non-electrical engineering, where 48 companies acquired or merged with 59 others for a lower expenditure of £80.4 million. There was also sustained activity in metal goods, bricks, etc., wholesale and retail distribution and property. The largest acquisitions and mergers in 1968 are listed in Table 3.

As is shown in Table A, the greater part of acquisitions and mergers in the fourth quarter in terms of value was within the same broad industry group. In 1968 as a whole, two-thirds of the expenditure was in the nature of concentration and one-third diversification, which thus represents a significant element in the patterns of acquisitions.

Although attention continues to be focused on the large takeover, the greatest number of successful bids and mergers occur in

Table 1. Expenditure by large companies in acquiring subsidiaries in 1968

£ million

Industry Group of acquiring company	October-December					1968 Total				
	Number acquiring	Number acquired	Expenditure			Number acquiring	Number acquired	Expenditure		
			Cash	Shares, etc.	Total			Cash	Shares etc.	Total
	(16)	(17)	(18)	(19)	(20)	(21)	(22)	(23)	(24)	(25)
Manufacturing industries										
Food	7	9	5·1	16·3	21·4	16	21	15·2	77·0	92·2
Drink	2	6	0·2	3·0	3·2	10	15	1·2	171·4	172·6
Tobacco	1	1	0·3		0·3	2	2	9·0		9·0
Chemicals and allied industries	7	12	5·4	14·3	19·7	21	30	32·1	89·2	121·3
Metal manufacture	1	1		0·4	0·4	13	19	5·6	7·0	12·6
Non-electrical engineering	12	13	2·6	19·9	22·5	48	59	19·9	60·5	*80·4
Electrical engineering	7	9	5·6	285·9	291·5	25	38	30·0	511·1	541·1
Shipbuilding and marine engineering	1	1	0·7		0·7	4	4	2·0	0·7	2·7
Vehicles	2	3	1·1	0·2	1·3	12	16	9·0	469·3	*478·3
Metal goods not elsewhere specified	5	8	1·9	0·1	2·0	25	32	10·4	22·9	33·3
Textiles	16	21	3·7	40·2	43·9	42	63	16·8	169·2	*186·0
Clothing, leather, fur and footwear	3	3	0·3	1·0	1·3	9	10	0·8	3·1	3·9
Bricks, pottery, glass, cement, etc.	14	17	8·6	9·2	†17·8	32	38	15·8	63·7	*79·5
Timber, furniture, etc.		Nil				5	7	3·1	4·6	7·7
Paper, printing and publishing	5	5	0·4	0·4	0·8	17	17	2·6	3·8	6·4
Other manufacturing industries	4	4	0·8	26·3	27·1	15	20	2·1	31·1	*33·2
Total manufacturing industries	87	113	36·7	417·2	453·9	296	391	175·6	1,684·6	1,860·2
Distributive and Service Trades										
Construction	11	16	4·7	49·3	54·0	24	34	8·2	63·7	71·9
Transport and communications (excluding shipping	2	6	8·8	7·5	16·3	10	15	14·2	16·6	30·8
Wholesale distribution	14	18	2·7	3·7	6·4	49	56	14·0	52·4	66·4
Retail distribution	9	11	1·3	1·1	2·4	36	46	16·0	28·0	44·0
Miscellaneous services	11	15	4·4	27·0	31·4	33	39	12·0	61·0	73·0
Total manufacturing and distribution	134	179	58·6	505·8	564·4	448	581	240·0	1,906·3	2,146·3
Property	7	7	0·3	80·0	80·3	21	26	7·6	115·3	122·9
Total	141	186	58·9	585·8	644·7	469	607	247·6	2,021·6	2,269·2
Overseas acquisitions										
By manufacturing	10	10	18·4	9·6	28·0	19	20	29·4	9·7	39·1
By distributing and property	4	4	2·1		2·1	10	11	4·4		4·4
Total including overseas	155	200	79·4	595·4	674·8	498	638	281·4	2,031·3	2,312·7

†Includes one merger of which market value was £1·6 million in shares.
*Includes five mergers of which market value was £534·1 in shares and loan capital plus £0·5 million in cash.

the ranges up to £1 million, which in 1968 represented 72 per cent of the total numbers. Bids and mergers involving an expenditure of £10 million or more accounted for 6 per cent of the numbers, but 74 per cent of the value.

The 1968 acquisitions included 20 overseas companies for an expenditure of £44 million. These mainly occurred in Quarter 4 and represented acquisitions by food, drink and tobacco, electrical engineering and paper. (Acquisitions by United Kingdom companies mainly operating overseas are excluded.) These acquisitions were in the main financed by borrowing in overseas currencies and involved no drain on the sterling reserves.

Takeovers in 1968 were mainly for ordinary shares (72 per cent) or loan stock (14 per cent), with cash payments accounting for only 12 per cent of the total value.

Table 2. Size analysis

	October-December 1968		Total 1968	
	Total number of acceptances	Of which overseas companies	Total number of acceptances	Of which overseas companies
Over £50 million	2		(a) 7	
Not more than £50 million	3		(d) 9	
Not more than £20 million	2		19	
Not more than £10 million	12	2	(b) 31	3
Not more than £5 million	16	2	58	2
Not more than £2 million	16		(c) 53	
Not more than £1 million	(e) 34	5	(e) 84	9
Not more than £500 thousand	37	1	116	7
Not more than £200 thousand	31	2	89	5
Not more than £100 thousand	47	2	172	5
TOTAL	200	14	638	31

Mergers have been treated in this table as the acquisition of two companies by the newly formed company:
(a) British Motor Holdings Ltd. with Leyland Motor Corporation Ltd. to form British Leyland Motor Corporation Ltd.
(b) W. H. Allen Sons & Co. Ltd. with Bellis and Morcom Ltd. to form Amalgamated Power Engineering Ltd.
(c) H. G. Miles (Holdings) Ltd. with Redfern Holdings Ltd. to form Miles Redfern Ltd.
(d) English Sewing Cotton Ltd. with Calico Printers Association Ltd. to form English Calico Ltd.
(e) Leeds Fireclay Co. Ltd. with Algrey Holdings Ltd. to form Leeds Assets Ltd.

Table A. Diversification or concentration of companies acquired or merged

£ million

1968	Within the same industry group		With a different industry group		Total	
	Number	Expenditure	Number	Expenditure	Number	Expenditure
Quarter 1	107	595·9	52	173·0	159	768·9
2	64	154·6	70	93·6	134	248·2
3	82	322·1	63	298·7	145	620·8
4	95	455·0	105	219·8	200	674·8
Year	348	1,527·6	290	785·1	638	2,312·7

Table B. Consideration for companies acquired

£ million

1968	Ordinary Shares	Loan Stock	Preference Shares	Total 'Shares, etc.'	Cash	Total Expenditure
Quarter 1	589·8	90·7	17·4	697·9	71·0	768·9
2	152·3	33·0	4·4	189·7	58·5	248·2
3	492·1	54·4	1·8	548·3	72·5	620·8
4	439·3	155·6	0·5	595·4	79·4	674·8
Year	1,673·5	333·7	24·1	2,031·3	281·4	2,312·7

Notes:

This analysis is confined to large companies engaged mainly in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Large companies are companies with net assets of £0.5 million or more or income of £50,000 or more in 1964. The values shown relate to expenditure in the current period, excluding any previous investment in the company acquired. No allowance is made for the acquisition of unincorporated businesses.

An estimate of cash expenditure outside the company sector by industrial and commercial companies on acquiring subsidiaries and on trade investments is published quarterly by the Central Statistical Office in Financial Statistics. That series covers all companies other than those classified as banks and financial institutions.

Table 3. Acquisitions and mergers by companies in 1968 involving an expenditure of more than £10 million

£ million

Acquiring Company	Acquired Company	Expenditure		
		Cash	Shares, etc.	Total
	Quarter 1 January-March			
British Leyland Motor Corporation	By merger		455·0	455·0
Schweppes	Typhoo Tea (Holdings)		45·3	45·3
Ready Mixed Concrete	Hall & Ham River	0·5	39·7	40·2
Courtaulds	Clutsom-Penn International		17·2	17·2
Trafalgar House Investments	Trollope & Colls		15·4	15·4
Imperial Metal Industries (I.C.I.)	Yorkshire Copper Works (Holdings)	6·5	8·9	15·4
Glaxo Group	B.D.H. Group		12·5	12·5
Joseph Lucas Industries	Simms Motor & Electronics (Corp.)		12·2	12·2
A. Reyrolle & Co.	C. A. Parsons & Co.		12·1	12·1
Bass Charrington	William Hancock & Co.		12·1	12·1
Leyland Motor Corporation	Aveling-Barford	0·6	10·0	10·6
Courtaulds	Northgate Group		10·3	10·3
	Total	7·6	650·7	658·3
	Quarter 2 April-June			
English Calico	By merger	0·5	67·2	67·7
Brooke Bond & Co.	Liebig's Extract of Meat Co.	1·6	36·0	37·6
George Kent	Cambridge Instrument Co.		12·6	12·6
International Distillers & Vintners	Brown & Pank		10·1	10·1
	Total	2·1	125·9	128·0
	Quarter 3 July-September			
Thorn Electrical Industries	Radio Rentals		185·8	185·8
Allied Breweries	Showerings Vine Products & Whiteways		100·1	100·1
Ranks Hovis McDougall	Cerebos		60·3	60·3
Boots Pure Drug	Timothy Whites & Taylors		37·9	37·9
Initial Services	Allied Industrial Services	0·2	19·0	19·2
Peglers (Holdings)	Hattersley Holdings	0·2	14·8	15·0
Unilever	Reichhold Chemicals		13·0	13·0
Tarmac	William Briggs & Sons	0·1	11·6	11·7
Great Universal Stores	Times Furnishing, Willerby Tailoring	5·8	5·4	11·2
Thorn Electrical Industries	Kenwood Manufacturing	0·3	10·3	10·6
	Total	6·6	458·2	464·8
	Quarter 4 October-December			
General Electric Company	English Electric Company		277·0	277·0
Land Securities Investment Trust	City Centre Properties		71·9	71·9
Tarmac	Derbyshire Stone	0·6	44·8	45·4
Dunlop Company	George Angus & Company	0·1	25·8	25·9
Granada Group	Radio Rentals	3·4	20·3	23·7
Courtaulds	International Paints (Holdings)	0·2	12·2	12·4
Associated British Foods	Allied Farm Foods		11·0	11·0
	Total	4·3	463·0	467·3

Each company included in the Board of Trade analysis is allotted to an industry group, corresponding generally to an Order of the Standard Industrial Classification, 1968. If a company has diverse activities it has been classified to the industry in which its main activity lies; but for some companies the classification is a very arbitrary one. The analysis does not include either the reorganization of internal divisions within the same company or the joining of divisions with other interests outside the company, e.g. the merger of the computer interests of English Electric, ICT, and Plessey, to form International Computers Ltd.

Valuation of acquisition is, where possible, based on market value, but where this is not available, as, for instance, in the case of some non-quoted companies, the valuation is based on the nominal value of the shares acquired.

The merger of companies A and B to form C is treated as the acquisition by C of A and B. The value included, therefore, covers both A and B, whereas if A acquires B, only the value of B is included.

Gold and convertible currency reserves in February

HM TREASURY ANNOUNCE that after loan repayments totalling £99 million, the gold and convertible currency reserves rose by £8 million during February to stand at £1,022 million at the end of the month.

Trends in private pension funds investments

IN THE FOURTH QUARTER of 1968, total net investment by private pension funds showed an increase of £16.2 million on the previous quarter, and at £80.8 million reached the highest level of investment since the fourth quarter of 1966. As mentioned in previous articles, there appears to be a seasonal rise in net investment by private pension funds between the third and fourth quarters of the year and this may account for some of the increase. For 1968 as a whole net investment at £283 million was about 10 per cent above the level of 1967.

The recent investment by private pension funds in British Government and United Kingdom local authority securities was reversed in the fourth quarter of 1968, to a disinvestment of £7 million (£6½ million in British Government securities and £½ million in local authority securities). Within the public sector there was some switching from short-dated to undated Government securities and from long-dated to short-dated local authority securities. Investment in company securities at £40 million was the lowest since the first quarter of 1967. There was a continuation of the trend towards disinvestment in preference shares that has been noticeable in each quarter of 1968, probably due to redemption of preference shares or their conversion into debentures, a move associated with changes in taxation due to the Finance Act, 1965. Purchases of ordinary shares amounted to £34.3 million compared with £46.6 million in the third quarter, but buying of debentures remained at the high level of the previous quarter.

A feature of the fourth quarter was a marked increase (of £17½ million) in the acquisition of other investments over the preceding quarter, comprising in the main land, property and ground rent. Investment in Property Unit Trusts at £6.6 million was slightly lower than in the previous quarter. There was abnormally high investment (of £13.9 million) in other short-term assets in the fourth quarter (possibly because companies were holding off making long-term investments due to uncertainty in the market), and as a result net holdings of cash and other short-term assets rose by £11.1 million compared with a fall of £16.5 million in the third quarter of 1968.

For the year there was a significant disinvestment – of £11.7 million – in British Government securities compared with investment of £30.6 million in 1967 and £25.5 million in 1966. On the other hand, investment in United Kingdom local authority securities was £3.4 million compared with a disinvestment of £1.6 million in 1967 and an investment of £1.5 million in 1966. Investment in company securities at £188.2 million was £9.7 million higher than in 1967, whilst other investments rose by £31.7 million to

Table 1. Net investment in assets by private pension funds (1)

£ million

ASSETS	NET INVESTMENT									
			1967(2)					1968		
	Year 1966	Year 1966 (2)	1st quarter	2nd quarter	3rd quarter	4th quarter	Year 1967 (2)	1st quarter (2)	2nd quarter (2)	3rd quarter (2)
Public sector securities:										
British government and government guaranteed securities:										
Period of maturity:										
Up to 5 years	— 9·2	— 9·9	+ 5·4	+10·3	—25·1	— 5·3	— 14·7	— 6·5	— 1·2	—26·5
Over 5 and up to 10 years	— 40·0	— 38·9	— 5·0	+14·4	— 1·1	— 0·7	+ 7·7	— 1·2	+ 1·1	— 5·5
Over 10 and up to 15 years	— 34·4	— 32·8	—20·0(3)	— 4·7	+ 6·4	+ 2·1	— 16·1	— 1·5	— 0·9	— 5·2
Over 15 years	+105·4	+100·3	+46·9	—35·3	+ 1·0	+ 43·8	+ 56·5	— 7·1	+ 8·9	+40·7
Undated	+ 6·7	+ 6·8	+ 1·3	— 4·1	+ 0·2	— 0·2	— 2·7	+ 0·2	— 0·4	+ 0·1
Total of British government and government guaranteed securities	+ 28·5	+ 25·5	+28·6	—19·4	—18·6	+ 39·7	+ 30·6	—16·1	+ 7·4	+ 3·6
United Kingdom local authority securities:										
Quoted:										
Period to maturity:										
Up to 10 years	— 2·1	— 1·6	— 3·0	— 2·2	— 2·4	— 3·0	— 10·6	+ 0·4	+ 3·2	— 0·9
Over 10 and up to 15 years	+ 4·3	+ 4·3	+ 1·5	+ 3·3	— 2·3	— 2·5	+ 0·1	— 0·1	+ 0·1	+ 4·2
Over 15 years and undated	+ 0·2	+ 0·4	+ 6·0	+ 6·3	— 1·9	— 3·4	+ 7·0	— 1·3	— 0·2	+ 0·1
Unquoted	— 1·9	— 1·6	— 1·2	+ 0·7	— 0·6	+ 3·1	+ 1·9	+ 0·4	— 0·3	— 1·9
Total of United Kingdom local authority securities	+ 0·5	+ 1·5	+ 3·3	+ 8·1	— 7·3	— 5·8	— 1·6	— 0·5	+ 2·8	+ 1·6
Total of public sector securities	+ 28·8	+ 26·7	+31·9(3)	—11·4	—25·8	+ 34·0	+ 29·0	—16·7	+10·2	+ 5·2
Company securities:										
Ordinary shares	+124·4	+109·3	+21·6	+27·5	+34·4	+ 38·4	+122·0	+45·9	+40·1	+46·6
Preference shares	— 3·0	— 2·9	— 0·4	— 1·1	— 1·7	+ 0·4	— 2·8	— 3·2	— 1·1	— 1·6
Debentures, etc.	+106·6	+ 99·8	+16·1	+16·1	+12·3	+ 14·7	+ 59·3	+ 3·6	+ 6·7	+11·0
Total of company securities	+228·0	+206·2	+37·3	+42·5	+45·0	+ 53·5	+178·5	+46·3	+45·7	+56·0
Mortgages and loans	+ 3·5	+ 3·0	— 1·0	+ 1·5	+ 0·9	— 0·6	+ 0·8	— 2·7	+ 1·1	+ 1·3
Overseas, government, etc., securities	— 4·5	— 3·9	+ 0·8	— 0·7	— 0·3	+ 4·0	+ 3·7	+ 0·6	— 0·4	— 0·7
Property Unit Trust Units	—	—	—	—	—	—	—	+ 5·4	+ 6·1	+ 7·1
Other investments	+ 26·1	+ 26·3	+ 8·9	+ 7·0	+17·1	+ 18·5	+ 51·5	+15·2	+ 6·0	+12·3
Total of other investments	+ 25·0	+ 25·5	+ 8·7	+ 7·8	+17·7	+ 21·9	+ 56·0	+18·5	+12·8	+20·0
Total of investments	+282·1	+258·7	+78·0(3)	+38·9	+36·9	+109·4	+263·4	+48·2	+68·6	+81·1
Cash and other short-term assets:										
Cash in hand and with UK banks	+ 13·9	+ 13·5	—17·4	+16·7	+ 6·0	— 13·0	— 7·8	— 5·0	+ 0·5	+ 1·8
UK local authority bills and temporary money	— 7·3	— 6·6	— 3·4	+18·4	+17·1	— 31·9	+ 0·1	+19·6	+ 2·0	— 5·4
Other short-term assets	+ 3·2	+ 1·0	— 4·1	+ 0·2	+ 1·8	+ 4·2	+ 2·0	+ 2·5	— 0·2	— 0·1
Short term liabilities	+ 0·2	+ 0·4	+ 1·2	— 3·6	+ 1·3	— 0·3	— 1·3	— 1·3	+ 2·3	—12·7
Total net cash and other short-term assets	+ 10·0	+ 8·3	—23·8	+31·7	+26·2	— 41·0	— 7·0	+15·8	+ 4·6	—16·5
Total net investment	+292·1	+267·1	+54·2(3)	+70·6	+63·1	+ 68·4	+256·4	+64·0	+73·2	+64·6

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.

(2) On revised basis – see *Board of Trade Journal* July 7, 1967, page 42.

(3) Amended figure.

— = Nil or less than £0·5 million.

£87.7 million. Total net cash and other short-term assets rose by £15 million compared with a decrease of £7 million during 1967.

During 1968 as a whole, investment in company securities represented about 67 per cent of total net investment compared with 70 per cent in 1967 and 77 per cent in 1966; the proportion of ordinary shares rose to 59 per cent (48 per cent in 1967, 41 per cent in 1696). This increase was probably associated with a sharp rise in new issues in 1968.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds for local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. The coverage of the inquiry was revised at the beginning of 1967. For a further description of these statistics see *Board of Trade Journal*, July 7, 1967.

Table 1, *continued*

£ million

Assets	Transactions					
	4th quarter, 1968 (2)			Year 1968 (2)		
	Assets Acquired	Assets Realized	Net Investment	Assets Acquired	Assets Realized	Net Investment
Public sector securities:						
British government and government guaranteed securities:						
Period of maturity:						
Up to 5 years	17·5	19·6	— 2·1	106·1	142·4	— 36·4
Over 5 and up to 10 years	3·1	5·2	— 2·1	22·9	30·6	— 7·7
Over 10 and up to 15 years	4·4	4·7	— 0·3	27·9	35·8	— 7·9
Over 15 years	30·1	35·7	— 5·5	194·5	157·6	+ 36·9
Undated	5·4	1·9	+ 3·5	11·9	8·5	+ 3·3
Total of British government and government guaranteed securities	60·5	67·0	— 6·6	363·3	374·9	— 11·7
United Kingdom local authority securities:						
Quoted:						
Period to maturity:						
Up to 10 years	3·7	3·1	+ 0·6	17·6	14·2	+ 3·4
Over 10 and up to 15 years	1·1	1·4	— 0·3	10·5	6·5	+ 4·0
Over 15 years and undated	1·0	1·4	— 0·4	5·9	7·7	— 1·8
Unquoted	4·1	4·4	— 0·3	14·9	17·0	— 2·2
Total of United Kingdom local authority securities	9·9	10·3	— 0·5	48·8	45·4	+ 3·4
Total of public sector securities	70·3	77·4	— 7·1	412·1	420·4	— 8·3
Company securities:						
Ordinary shares	106·1	71·8	+34·3	398·6	231·6	+167·0
Preference shares	1·8	7·3	— 5·5	5·5	17·0	— 11·5
Debentures, etc.	28·8	17·3	+11·5	96·1	63·3	+ 32·7
Total of company securities	136·7	96·4	+40·3	500·2	311·9	+188·2
Mortgages and loans	2·6	2·8	— 0·2	8·9	9·5	— 0·6
Overseas government, etc., securities	1·4	1·1	+ 0·2	7·6	7·9	— 0·3
Property Unit Trust Units	6·8	0·1	+ 6·6	25·8	0·3	+ 25·6
Other investments	30·4	0·6	+29·8	65·3	2·2	+ 63·1
Total of other investments	41·1	4·7	+36·4	107·7	20·0	+ 87·7
Total of investments	248·1	178·4	+69·7	1,020·0	752·3	+267·7
	BALANCES			BALANCES		
	Sept. 30, 1968	Dec. 31, 1968		Jan. 1, 1968	Dec. 31, 1968	
Cash and other short-term assets:						
Cash in hand and with UK banks	39·9	43·7	+ 3·8	44·9	46·0	+ 1·1
UK local authority bills and temporary money	38·1	33·4	— 4·7	23·8	35·3	+ 11·5
Other short-term assets	26·5	40·4	+13·9	21·6	37·6	+ 16·0
Short-term liabilities	26·4	28·3	— 1·9	16·1	29·7	— 13·6
Total net cash and other short-term assets	78·1	89·2	+11·1	74·2	89·2	+ 15·0
Total net investment			+80·8			+282·7

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.

(2) On revised basis – see *Board of Trade Journal* July 7, page 42.

(3) Amended figure.

— = Nil or less than £0·5 million.

Footwear industry: orders and deliveries

In the three months ending January 1969 net new orders received by the footwear industry were 6 per cent less than in the three months ending January 1968; in comparison, deliveries were 7 per cent more. Order books at the end of January were 6 per cent higher than at the end of January, 1968.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1968*	41·2	17·1	16·8
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
3rd quarter	38·2	13·0	17·0
4th quarter*	41·2	18·8	17·8
1967 November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January	37·5	14·3	14·7
February	41·6	22·3	18·2
March	46·0	22·8	18·4
April	51·2	20·0	14·8
May	55·2	20·5	16·5
June	50·0	9·8	15·0
July	43·6	9·4	15·8
August	41·3	12·8	15·1
September	38·2	16·9	20·0
October*	39·6	21·2	19·8
November*	38·1	17·6	19·1
December*	41·2	17·6	14·5
1969 January*	39·7	13·7	15·2

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

Cinema admissions and takings in December

During December, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 3.72 million, and the weekly average of gross box office takings was £0.97 million.

The weekly averages for the year 1968 were 4.70 million and £1.14 million respectively.

Business Monitor

The following titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Quarterly at 7s. 6d. a year, post free:

Gloves and Mittens for October-December 1968

A complete list of titles in the Production Series is published on page 750.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of this issue.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for January 1969

THE IMPORT unit value index for January was unchanged from the December 1968 level of 124 (1961=100), the export unit value index, however, rose by nearly one point to 127, and consequently the terms of trade increased to 103.

There were only small movements in the unit value indices for the main classes of imports, and these were not sufficient to change the rounded figures. Small falls in the unit value indices of fuels and finished manufactures continued a movement which began in October of last year; that for chemical imports was also slightly lower. There was some increase in the unit values for non-ferrous metals.

The export unit value index increased by a point between December and January. An important element in this increase was a rise of 2 per cent in the index for non-manufactures, which had been fairly stable since its sharp rise in the early part of last year. Among manufactured goods textiles showed the largest rise with the unit value index increasing by more than 2 per cent between December and January; it had, however, shown a relatively small increase in 1968. Other indices to rise in January were those for chemicals and metals, where both ferrous and non-ferrous metals contributed to the increase. However, since the index for machinery and transport equipment, the main class of manufactured goods, was virtually unchanged, and that for 'other goods' showed a slight fall, the unit value index for manufactures as a whole rose by only about ½ per cent.

The seasonally adjusted volume index for imports fell by about 2 per cent (excluding United States military aircraft). The fall occurred in all the main classes of imports with fuels and manufactured goods falling particularly sharply. The volume of exports rose by about 2 per cent, on a seasonally adjusted basis, from the December figure, but it did not reach the high level of November. Substantial increases in the indexes for textiles, metals and 'other manufactured goods' contributed to the 3 per cent increase in the volume of manufactured exports, which was partially offset by a fall in the volume of non-manufactures.

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	IMPORTS					UNITED KINGDOM EXPORTS								
								Manufactured Goods						(1) TERMS OF TRADE
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	106	126	113	115	130	128	128	102
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	130	102
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	131	133	131	102
1969 January	124	123	111	105	138	127	110	130	117	120	133	133	130	103

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

Note: This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*.

All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactured	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	63	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139
1969 January	159	114	123	211	206	139	141	140	166	114	115	134	176

(*Table 3 on next page*)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37s. 6d. (by post 39s.)

Government publications can be purchased from the Government Bookshops in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			*0 and 1*	*2 and 4*	*3*	*5 to 8*			*0 to 4*	*5 to 8*	*5*	*65*	*67 to 69*	*7*	
Weights . .	*1,000*		*327*	*222*	*106*	*337*		*1,000*	*125*	*843*	*86*	*65*	*123*	*428*	*141*
1966 1st quarter .	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter .	*121*		*99*	*99*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter .	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
4th quarter .	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter .	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter .	*134*	*133*	*108*	*102*	*158*	*170*	*167*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter .	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter .	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter .	*146*	*144*	*114*	*109*	*162*	*195*	*191*	*135*	*146*	*134*	*167*	*106*	*121*	*129*	*152*
2nd quarter .	*143*	*141*	*105*	*112*	*178*	*185*	*179*	*130*	*140*	*129*	*167*	*104*	*117*	*124*	*145*
3rd quarter .	*147*	*144*	*105*	*112*	*180*	*197*	*190*	*139*	*163*	*137*	*170*	*111*	*122*	*130*	*164*
4th quarter .	*148*	*144*	*106*	*111*	*184*	*202*	*190*	*142*	*155*	*140*	*170*	*115*	*120*	*134*	*172*
1968 January .	*141*	*140*	*114*	*102*	*160*	*186*	*183*	*137*	*164*	*134*	*167*	*107*	*119*	*130*	*146*
February .	*149*	*147*	*112*	*116*	*163*	*202*	*197*	*135*	*136*	*135*	*163*	*108*	*120*	*131*	*156*
March .	*147*	*146*	*116*	*109*	*163*	*196*	*193*	*133*	*139*	*133*	*172*	*103*	*124*	*127*	*153*
April .	*144*	*143*	*108*	*115*	*175*	*184*	*180*	*130*	*129*	*130*	*163*	*100*	*118*	*126*	*150*
May .	*146*	*144*	*109*	*113*	*171*	*194*	*186*	*131*	*135*	*130*	*167*	*106*	*114*	*129*	*137*
June .	*137*	*136*	*100*	*108*	*190*	*177*	*172*	*128*	*155*	*128*	*172*	*104*	*119*	*118*	*150*
July .	*148*	*147*	*107*	*113*	*186*	*196*	*192*	*133*	*154*	*132*	*162*	*110*	*117*	*129*	*151*
August .	*147*	*143*	*105*	*111*	*177*	*201*	*189*	*142*	*175*	*138*	*167*	*110*	*129*	*127*	*172*
September .	*145*	*143*	*103*	*113*	*176*	*196*	*190*	*142*	*160*	*142*	*181*	*115*	*120*	*133*	*170*
October .	*147*	*145*	*108*	*112*	*188*	*194*	*190*	*138*	*153*	*137*	*164*	*112*	*117*	*129*	*170*
November .	*151*	*143*	*104*	*109*	*174*	*216*	*192*	*147*	*158*	*147*	*175*	*116*	*130*	*140*	*175*
December .	*146*	*143*	*105*	*113*	*191*	*197*	*187*	*139*	*153*	*137*	*172*	*116*	*114*	*133*	*170*
1969 January .	*144*	*141*	*103*	*108*	*190*	*190*	*179*	*146*	*146*	*141*	*170*	*120*	*121*	*130*	*179*

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in January showed a decrease of 9 per cent on a year earlier, compared with an increase of 5 per cent in November and a decrease of 2 per cent in December.

The value of stocks at the end of January was 9 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier

	Value of sales (Total Home Trade)		Value of stock (at end period) (a)	
		%		%
1966 Year	110	— 3	..	..
1967 Year	104	— 5	..	..
1968 Year	108	+ 4	..	..
1968 1st quarter	102	+10	135	—15
2nd quarter	93	+ 3	129	— 6
3rd quarter	105	+ 1	146	— 2
4th quarter	132	+ 3	126	+ 8
1968 January	68	+ 3	119	—17
February	97	+ 9	130	—16
March	139	+16	135	—15
April	97	+ 1	131	—12
May	98	+10	138	— 9
June	85	— 3	129	— 6
July	82	+12	134	— 6
August	96	— 4	143	— 4
September	135	— 2	146	— 2
October	146	+ 4	134	+ 1
November	137	+ 5	134	+ 5
December	113*	— 2*	126	+ 8
1969 January	62	— 9	129	+ 9

Table 2. Analysis by department

Percentages changes compared with a year earlier

	Sales		Stocks (b)
	Jan. 1969	Jan. 1 to Jan. 31	Jan. 1969
	%	%	%
Women's knitted outerwear, blouses and skirts . .	—19	—19	+ 5
Women's coats, costumes, furs and raincoats . .	—18	—18	— 5
Women's underwear	+ 5	+ 5	+ 8
Women's hose and children's socks	—17	—17	+ 5
Women's millinery	— 1	— 1	— 2
Haberdashery, ribbons and wool	+ 2	+ 2	+ 1
Children's wear	—10	—10	+11
Men's and boys' shirts, pyjamas and outfitting . .	—11	—11	+ 6
Gloves	—10	—10	— 1
Piece-goods and nets	—29	—29	+12
Household textiles	— 5	— 5	+26
Floor coverings, furniture and hardware . . .	—13	—13	+25
Grand total (a).	— 9	— 9	+ 9

NOTES:

(a) Including some items not included among the sub-headings.
(b) Values at cost.
* Corrected figure.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

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WHOLESALE PRICE INDEX NUMBERS

Materials prices rise again in February

THE PRINCIPAL price increases in February, compared with January, included those for groundnuts (9 per cent), natural rubber (7 per cent), raw sugar (3 per cent), copper (2½ per cent), and imported paper and paperboard manufactures (2½ per cent). Prices fell for palm kernels (7 per cent), for copra (6 per cent) and for sisal (4 per cent). Smaller changes that were nevertheless important were reductions in the prices of raw cotton (1½ per cent) and raw wool (1 per cent).

The provisional price index for basic materials and fuel used in manufacturing industry rose by ½ per cent in February, the same as in January and December. Higher prices for copper and for food and drinks materials each accounted for about a third of the overall rise, which pushed the index to about 3½ per cent higher than six months earlier.

There was a further slight increase in the provisional price index for home market sales of manufactured products in February. This brought the rise in the past six months to about 2 per cent, of which nearly half was accounted for by products affected by excise duty increases in November.

Materials and fuel used by broad sectors of industry (Table 1)

The sharpest rise in February was the 1 per cent in electrical engineering. This index has increased by 7½ per cent since August, primarily influenced by the rise in copper prices. Mechanical engineering and electrical machinery rose by ½ per cent in February also largely the result of price increases for copper and brass products. There were increases of about ½ per cent for the food manufacturing industries (mainly owing to increased sugar prices) in the timber industries (mainly owing to higher prices for imported softwood) and in the index numbers for the paper industries and for construction materials. There was little change in the other sectors.

Output of broad sectors of industry (Table 2)

Price index numbers for home market sales rose marginally for most broad sectors in February. The index for the paper industries, however, rose ½ per cent. Since August there has been little change in the index numbers for the steel industries and for the chemical and allied industries. In this period the output prices in other sectors have risen by about 1 per cent apart from the textile and paper industries where the increase was 2 per cent.

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 21.

(2) The index numbers are constructed on a net sector basis. That is to say the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

Table 1. Price index numbers of materials purchased – 1963=100

(monthly averages)

1968 Standard Industrial Classification Minimum List Headings		1967	1968				1968							1969	
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.*	Feb.*
	Materials Purchased by Manufacturing Industry														
Orders III to XIX	Basic materials and fuel used in manufacturing industry.§§	112·4	118·5	116·4	116·1	118·2	§118·6	§116·1	§115·9	§116·3	§117·4	§118·5	119·0	119·6	120·1
	Basic materials	111·2	118·3	116·0	115·5	118·0	118·4	115·6	115·3	115·7	117·0	118·3	118·9	119·5	120·1
	†Fuel	119·9	119·7	119·6	119·7	119·9	119·7	119·6	119·5	119·9	119·9	119·9	119·9	119·9	119·9
Ord Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	114·5	122·9	119·5	119·3	120·4	123·5	119·2	119·1	119·7	119·9	120·4	120·9	121·9	122·5
	Basic materials other than fuel††	113·2	123·6	119·5	119·2	120·5	124·4	119·1	118·9	119·6	119·9	120·5	121·2	122·4	123·0
	Materials and fuel Purchased by selected Broad Sectors of Industry														
211-229	Food manufacturing industries	108·4	109·5	110·1	109·4	113·4	108·6	109·8	109·2	109·3	111·8	113·9	114·4	114·3	114·8
Order V	Chemicals and allied industries	111·2	115·5	115·6	114·7	114·6	115·4	114·7	114·8	114·7	114·6	114·5	114·7	114·9	115·2
311 and 312	Steel industries	111·9	114·8	114·3	114·2	114·8	115·5	114·1	114·2	114·2	114·1	114·5	115·0	115·2	115·0
Order VII (excluding MLH342)	Mechanical engineering industries	114·2	118·1	116·6	116·4	117·2	118·3	116·3	116·2	116·6	116·7	117·0	118·0	118·8	119·4
Order IX	Electrical engineering industry	125·5	138·5	129·6	128·1	130·0	139·5	128·1	127·3	129·0	128·7	129·0	132·2	135·0	136·9
361	Electrical machinery industry	119·9	128·6	124·3	122·8	124·0	129·2	123·0	122·4	123·2	123·2	123·5	125·2	127·0	127·8
Order XIII	Textile industries	95·8	101·3	102·2	102·6	104·2	101·4	102·4	102·1	103·2	104·5	104·9	103·5	103·8	103·5
Order XV	Clothing and footwear industries	104·9	108·5	109·8	110·8	112·4	108·4	110·5	110·7	111·3	111·8	112·4	113·0	113·6	113·9
Order XVII	Timber industries	112·8	118·3	119·8	120·7	122·3	118·2	120·3	120·5	121·2	121·6	122·2	123·1	123·6	124·2
481–484	Paper industries	109·3	113·3	115·4	115·8	116·0	113·3	115·7	115·7	115·9	115·9	116·1	116·2	117·2	117·8
Order XX	Construction materials	110·5	114·0	114·7	114·9	115·6	114·0	115·0	114·7	115·0	115·3	115·6	115·9	116·1	116·7
Part of Order XX	House building materials	111·6	115·7	116·7	117·0	117·8	115·7	117·0	116·8	117·2	117·5	117·8	118·1	118·3	119·0

*Figures for the last two months are provisional. §Revised figure. §§Revised figure January 1968 = 117·5, March = 119·4, April = 116·4, May = 115·9, June = 117·0.
†Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.) ††Revised figure March 1968 = 125·6.

Table 2. Price index numbers of output – 1963 = 100

(monthly averages)

1968 Standard Industrial Classification Minimum List Headings		1967	1968				1968							1969	
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.*	Feb.*
	Output of Manufactured Products														
Orders III to XIX	All manufactured products: Total sales	112·2	114·7	116·6	117·2	118·1	114·7	117·1	117·2	117·3	117·5	118·0	118·9	119·1	119·2
	Home market sales	111·6	113·6	115·2	115·7	116·6	113·6	115·6	115·7	115·8	116·0	116·4	117·4	117·6	117·8
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	110·7	113·4	115·2	115·6	116·2	113·4	115·6	115·6	115·7	115·9	116·2	116·5	116·7	116·8
	Home market sales	109·2	111·4	112·5	112·8	113·1	111·4	112·7	112·7	112·8	113·0	113·1	113·3	113·6	113·7
	Output of selected Broad Sectors of Industry														
211-229	Products of the food manufacturing industries: Home market sales	110·4	113·0	114·4	115·1	115·7	113·3	115·1	115·1	115·0	115·4	115·6	116·1	116·7	116·9
Order V	Chemical and allied industries: Total sales	104·5	107·2	108·1	108·6	108·6	107·1	108·4	108·5	108·9	108·6	108·3	108·8	108·9	108·9
	Home market sales	102·8	104·9	105·7	105·7	105·5	104·8	105·7	105·7	105·8	105·6	105·4	105·4	105·6	105·6
311 and 312	Steel industries: Total sales	106·0	106·8	107·5	107·9	107·8	106·8	108·0	107·8	108·0	107·6	107·6	108·1	108·3	108·3
	Home market sales	106·3	106·8	107·2	107·1	107·2	106·8	107·2	107·2	107·1	107·1	107·2	107·2	107·4	107·4
Orders VII to XII	Engineering and allied industries: Total sales	111·6	113·8	116·0	116·7	117·4	113·8	116·6	116·7	116·8	117·1	117·5	117·7	117·8	117·9
	Home market sales	110·0	112·0	113·2	113·4	113·8	112·0	113·3	113·3	113·4	113·7	113·8	114·0	114·2	114·4
Order VII (excluding MLH 342)	Mechanical engineering: Home market sales	112·4	114·2	115·1	115·4	115·8	114·2	115·4	115·4	115·4	115·6	115·7	116·0	116·2	116·3
Order IX	Electrical engineering: Home market sales	108·5	111·8	112·8	112·2	112·8	111·9	112·3	112·2	112·2	112·7	112·8	112·8	113·0	113·3
Order XIII	Textile industries other than clothing: Total sales	104·8	107·3	108·2	109·0	110·3	107·4	108·9	108·8	109·3	109·7	110·1	111·2	111·4	111·5
	Home market sales	104·2	106·5	107·2	108·0	109·2	106·5	107·8	107·9	108·3	108·8	109·2	109·8	110·1	110·3
Order XV	Clothing and footwear: Home market sales	107·4	108·0	108·6	109·1	109·7	108·0	109·0	109·1	109·2	109·6	109·7	109·8	110·3	110·4
Order XVII	Timber industries: Home market sales	112·9	117·0	118·9	119·4	119·7	117·0	119·1	119·4	119·5	119·5	119·8	119·9	120·4	120·8
481-484	Paper industries: Home market sales	107·6	112·2	113·4	113·5	113·4	112·5	113·5	113·4	113·4	113·5	113·2	113·4	115·0	115·8
Order XX	*New construction*‡	*113*	*115*	*117*	*117*	*118*				*117*			*118*		

*Figures for the last two months are provisional.
‡The index for New Construction (building costs) is weighted according to 1954 values. The index has been rebased to 1963 = 100 by dividing the figures as originally calculated on 1954 = 100 by the annual average for 1963 and is provisional until index numbers with 1963 weights are available. The index number for December is provisional.

Table 3(a). Commodities produced in the United Kingdom – 1963 = 100

(monthly averages)

		1968			1969	
		Feb.	Aug.	Dec.	Jan.*	Feb.*
101	Coal†	114·2	110·1	115·3	115·3	115·3
102/2	Slates	115·4	120·6	120·6	120·6	120·6
109/3	Salt	97·2	93·9	97·2	97·2	97·2
211	Flour	120·1	122·5	122·5	122·5	122·5
216	Sugar, refined	92·1	91·6	98·7	97·4	99·3
217	Chocolate and sugar confectionery	112·3	116·5	116·7	121·7	122·1
231	Beer	128·5	129·3	137·7	137·7	137·7
240	Tobacco and cigarettes	122·2	129·4	138·4	138·4	138·4
261/1	Hard coke	113·6	113·6	113·6	113·6	113·6
262	Motor spirit, standard grade (including duty).	124·2	132·3	141·8	141·8	141·8
262	Medium fuel oil (950 secs.)	115·4	111·9	113·5	113·5	112·6
263	Lubricating oils and greases	111·8	111·8	111·7	111·8	110·8

		1968			1969	
		Feb.	Aug.	Dec.	Jan.*	Feb.*
271	General chemicals	102·6	103·0	103·0	103·2	103·2
272/1	Pharmaceutical chemicals	93·8	93·9	93·6	93·2	93·3
272/2	Pharmaceutical preparations	95·5	95·8	95·2	95·0	94·9
273	Toilet preparations	120·2	121·5	121·8	121·8	122·0
274/1	Paint	102·1	104·7	104·8	104·8	104·8
275	Soap	113·2	117·0	116·8	117·3	117·3
275	Soapless detergents	99·6	102·9	103·2	103·2	103·2
276/1	Synthetic resins and plastic materials.	95·4	95·5	95·8	95·9	95·9
279/7	Photographic paper and films and photochemical materials.	118·0	117·3	117·3	117·5	118·3
311/2	Steel sheets	102·1	102·2	102·2	102·2	102·2
311/2	Tinplate	108·0	108·4	108·4	108·4	108·4
311/2	Other finished steels	107·1	107·5	107·4	107·6	107·6

*Figures for the last two months are provisional.

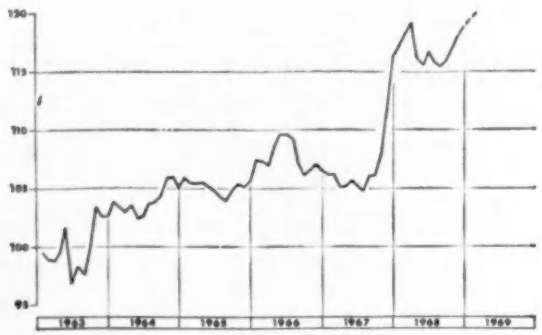
(Continued on next page)

WHOLESALE PRICE INDEX NUMBERS, *continued*

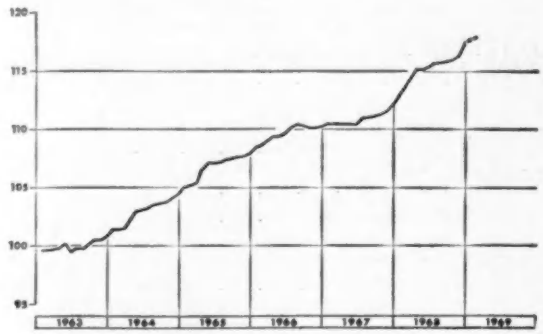
WHOLESALE PRICES INDEX NUMBERS 1963 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

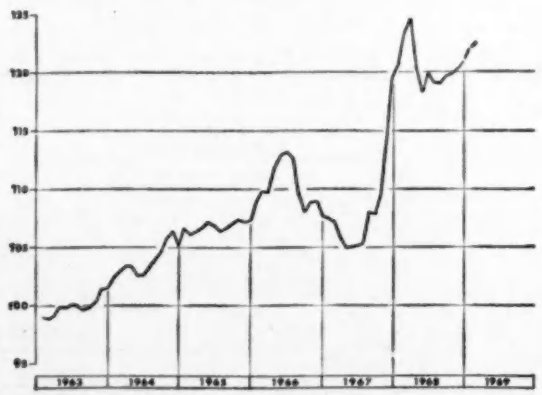


OUTPUT (HOME MARKET)



MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED



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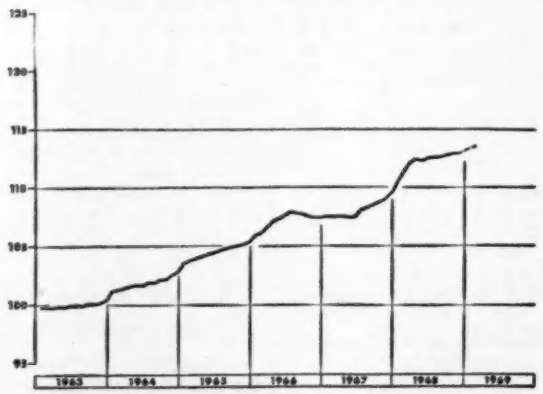
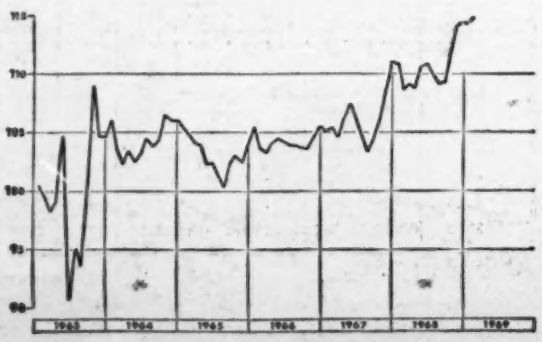


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



OUTPUT (HOME MARKET)

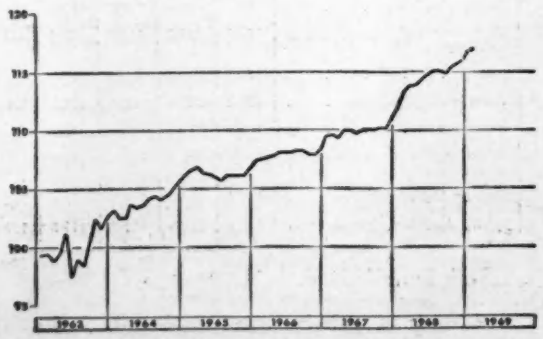


Table 3(a) (*Continued*). **Commodities produced in the United Kingdom – 1963=100**

Commodities are listed by industries (as defined in the Standard Industrial Classification 1968) whose principal products they are. References are to Standard Industrial Classification Minimum List Headings. (monthly averages)

		1968			1969	
		Feb.	Aug.	Dec.	Jan.*	Feb.*
312/1	Steel tubes	112·3	113·8	113·7	114·0	114·0
313/3 and 313/4	Iron castings	112·9	113·5	114·1	114·1	115·0
321	Aluminium and aluminium alloy products:					
	Rolled	126·4	129·3	129·3	129·3	131·6
	Extruded and drawn	124·2	126·6	126·6	126·6	130·4
	Castings	122·1	125·4	127·6	129·6	132·5
	Forgings	116·3	116·3	117·8	117·8	117·8
322	Brass ingot 65-35, B.S. 1400: B3, delivered.	228·4	187·5	221·4	229·8	232·9
353/1	Dental goods	119·3	124·5	125·5	125·5	125·6
353/2	Spectacles, etc.	118·7	118·7	118·7	118·7	122·3
365/1	Gramophone records, etc.	104·2	104·2	104·2	104·5	104·5
368	Domestic electrical appliances	103·8	104·3	104·2	104·2	104·2
391	Tools and implements	115·6	118·3	119·6	119·6	119·6
392	Cutlery, spoons and forks	116·3	117·9	118·5	118·8	118·6
	Cutlery (other than razors and razor blades).	122·5	122·2	123·5	123·5	123·5
	Spoons and forks	131·8	138·8	139·8	140·8	139·9
399/6	Domestic hollow-ware	136·5	137·2	137·2	137·7	138·3
399/7	Vats, tanks, cisterns and other industrial hollow-ware.	108·2	112·3	113·4	113·4	113·4
399/9	Domestic gas appliances	102·0	102·0	102·0	102·0	102·0
411	Man-made fibres	86·2	86·4	86·6	86·6	86·6
412	Man-made fibres yarns	99·4	99·9	101·6	101·7	101·8
412/1	Cotton and cotton mixture yarns	128·0	131·1	135·9	135·2	..
412/5	Irish linen yarns (wetspun)	110·4	112·5	112·5	..	..
413/1	Cotton cloth	121·4	124·4	128·4	129·3	129·3
413/5	Man-made fibres fabrics	105·8	106·3	107·5	107·7	107·7
413/6	Linen	122·4	122·7	125·6	124·1	124·1
414/1	Wool tops	81·6	83·6	86·5	85·7	85·8
414/2	Worsted yarns	94·1	96·9	98·8	98·2	98·3
414/5	Woollen fabric	108·3	109·9	111·8	111·3	111·8
415/1	Jute yarn	136·0	135·8	154·7	154·7	155·8
415/2	Jute piece-goods	135·9	135·9	147·0	147·0	147·0
416	Rope, twine and net	95·2	95·7	97·0	97·2	97·5
417	Hosiery and other knitted goods.	97·1	97·6	97·9	98·2	98·3
419	Carpets and rugs	109·4	109·7	113·4	113·8	113·8
422/2	Canvas goods and sacks	98·4	105·8	113·5	113·5	113·5
431/1	Leather for footwear	119·2	124·5	131·4	133·6	..
432/1	Travel goods	114·5	115·4	115·8	117·5	117·4
441-449	Made-up clothing	107·8	108·7	109·6	110·2	110·2
441	Weatherproof outerwear	105·2	105·4	105·8	105·8	105·8
442	Men's and boys' tailored outerwear.	107·1	107·5	108·2	108·3	108·3
443	Women's and girls' tailored outerwear.	110·9	112·0	112·2	112·2	112·3
445/1	Women's and girls' light outerwear.	110·1	110·9	112·7	113·6	113·6
450	Footwear	108·6	109·8	110·2	110·4	110·6
461/1	Refractory goods, including bricks.	112·9	112·9	112·9	113·0	113·0
461/2	Non-refractory goods, including bricks.	109·4	110·1	110·3	110·0	110·5
	Building bricks, fletton, common, *delivered*.	110·8	112·5	112·5	112·5	112·5
	Building bricks, common, other than fletton, *ex-works*.	119·3	120·6	120·7	118·7	118·9
462/1	Pottery, electrical ware	110·0	113·2	113·2	113·2	113·2
462/3	Domestic china and earthenware	122·9	125·2	125·3	125·3	125·3
463/1	Glass (other than containers)	110·6	110·2	110·4	110·9	110·9
463/2	Glass containers	110·8	109·6	109·6	109·6	109·6
464	Cement, delivered	109·0	109·0	109·0	109·0	109·0
469/1	Abrasive paper and cloth	113·8	113·8	113·8	113·8	113·8
469/2	Cast stone and cast concrete products.	108·2	110·6	110·6	110·6	110·6
471/1	Home-grown hardwood, sawn	107·5	109·1	109·7	110·4	110·5
471/2	Building joinery	120·9	125·6	126·7	125·5	125·7
472	Domestic furniture	117·2	118·4	118·6	119·4	120·0
473	Bedding, etc.	114·1	115·4	115·6	117·4	117·4
475/2	Wooden boxes, packing cases, crates, etc.	116·5	119·2	119·3	120·0	120·3
481	Paper and board	111·9	113·5	113·5	114·9	115·5
482/1	Cardboard boxes, carton and fibreboard packing cases.	113·9	114·3	114·9	118·6	119·8
482/2	Packaging products of paper, etc.	116·1	113·7	112·0	113·1	113·6
	Paper bags	111·8	106·5	109·5	111·2	111·2
483	Manufactured stationery	110·3	114·5	114·5	114·6	115·9
484/1	Wallpaper	126·6	130·6	130·8	124·2	124·2
491/1	Rubber tyres and tubes	105·4	105·4	105·4	105·5	105·5
491/2	Rubber goods (other than tyres and tubes).	106·6	108·6	109·5	110·0	110·7
492	Linoleum and felt base	117·9	129·7	129·7	129·7	129·7
493	Brushes and brooms.	110·4	111·0	112·8	114·2	114·3
494/1	Toys and games	113·6	115·3	115·6	117·2	117·2
494/2	Perambulators, etc.	112·2	113·1	117·0	117·3	117·5
494/3	Sports equipment	110·2	111·1	111·7	111·7	111·7
495/1	Pens and pencils	111·1	113·4	114·1	114·2	114·2
495/2	Other stationers' goods	111·7	112·0	112·0	112·9	114·2
496	Plastic mouldings	90·1	90·4	90·8	91·7	92·4

*Figures for the last two months are provisional.
†This index is based on prices ruling on the last day of the month.

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(*Continued on next page*)

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WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3(b). Commodities wholly or partly imported into the United Kingdom – 1963 = 100

(monthly averages)

	1968			1969	
	Feb.	Aug.	Dec.	Jan.	Feb.
Hides and skins	119·0	130·2	143·7	148·1*	150·1*
Imported	120·4	124·6	138·8	141·9*	146·5*
Native	117·0	137·8	150·3	156·6	155·0
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	126·4	131·5	131·5	133·4	136·7
Copper, ex-ship, wharf or warehouse†	310·6	190·8	214·0	226·8	232·1
Lead, ex-ship, wharf or warehouse	151·9	166·8	166·9	169·5	172·4
Nickel, refined, delivered	140·5	140·5	140·5	152·7	153·6
Tin, ingot, min. 99·75 per cent, settlement price	144·7	142·5	151·6	150·2	151·0
Zinc, ex-ship, wharf or warehouse†	143·3	148·1	148·2	148·4	147·3
Oil, resins and gums:					
Linseed oil, crude, Argentinian	130·1	125·0	126·7	138·2	141·3
Palm oil, c.i.f., *in bulk*	105·0	84·3	81·7	86·5	88·2
Whale oil, crude	147·3	147·3	131·4	131·4	131·4
Pyrites, c.i.f., United Kingdom ports	154·1	154·4	156·2	161·4	159·1
Natural rubber	73·3	88·6	94·0	94·9	101·7*
Sulphur, crude (for acid making), c.i.f.	217·6	216·6	216·6	212·7	212·7

	1968			1969	
	Feb.	Aug.	Dec.	Jan.	Feb.
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	115·4	113·7	118·1	119·5	120·5*
Cotton, raw	116·8	111·5	105·7	105·0*	103·5*
Jute, raw, PWC grades c.i.f. Dundee	145·3	152·3	175·7	175·1	175·7
Jute, raw, PWB grades, c.i.f. Dundee	136·0	141·5	159·0	158·9	159·3
Silk, raw, delivered mill	152·0	138·2	132·8	131·0	129·6*
Sisal, East Africa No. 1 Grade, c.i.f. London	48·8	54·6	56·4	56·0	53·6
Wool, raw	84·4	83·6	85·3	86·0*	85·1*
Crossbred, medium and coarse, c.i.f. UK	59·6	65·8	71·5	70·6	68·8
Crossbred, fine, c.i.f. UK	92·0	86·6	87·7	87·7	87·2
Merino, c.i.f. UK	101·1	96·7	96·7	97·6	96·6
Timber:					
Imported hardwood (ex-yard or wharf)	123·4	126·7	129·5	129·5*	130·3*
Imported plywood (delivered to consumers)	121·6	126·4	131·1	131·8*	131·8*
Imported softwood (delivered to consumers)	122·4	126·3	129·2	130·0	130·7
Woodpulp, imported	113·0	119·2	119·8	122·6*	122·6*

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session.

INDEX NUMBERS OF WHOLESALE PRICES – 1954 = 100

The index numbers of wholesale prices relating to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100, *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request. Factors for index numbers in Table* 2 *and for 'other finished steels', (published in the* 1954 *based series as 'Other steel goods, excluding tubes'), and 'Iron castings', are given below.*

Materials purchased by broad sectors of industry – 1954 = 100

1958 Standard Industrial Classification Minimum List Headings		1968	1969	
		Dec.	Jan.*	Feb.*
Orders III to XVI	Basic materials and fuel used in manufacturing industry	121·9	122·4	123·0
	Basic materials	117·1	117·7	118·3
	Fuel	159·0	159·0	159·0
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	124·1	125·1	125·7
	Basic materials other than fuel	118·0	119·2	119·8
211 to 229	Materials and fuel used in the food manufacturing industries	116·4	116·2	116·8
263 to 277	Materials and fuel used in the chemicals and allied industries	123·2	123·5	123·7
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries	155·8	156·9	157·8
361	Materials and fuel used in the electrical machinery industry	150·9	153·0	154·1
Order X	Materials and fuel used in the textile industries	100·6	101·0	100·6
Order XIV	Materials and fuel used in the timber industries	136·3	136·8	137·5
481 to 483	Materials and fuel used in the paper industries	122·7	123·9	124·5
Order XVII	Construction materials	141·9	142·2	142·9
Part of Order XVII	House building materials	145·0	145·2	146·0

*Figures for the last two months are provisional.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548 for index numbers, and Ext. 3411 for all other information.

Conversion factors

1958 Standard Industrial Classification Minimum List Headings		Conversion Factor
Orders III to XVI	All manufactured products	
	Total sales	1·21499
	Home market sales	1·22349
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco	
	Total sales	1·23708
	Home market sales	1·25664
211 to 229	Products of the food manufacturing industries: Home market sales	1·13773
263 to 277	Chemicals and allied industries:	
	Total sales	1·06630
	Home market sales	1·10281
311 and 312	Steel industries:	
	Total sales	1·28537
	Home market sales	1·33293
Orders VI to IX	Engineering and allied industries:	
	Total sales	1·27816
	Home market sales	1·27550
Order X	Textile industries, other then clothing:	
	Total sales	1·08653
	Home market sales	1·07372
Order XII	Clothing and footwear: Home market sales	1·12772
Order XIV	Timber industries: Home market sales	1·11988
481 to 483	Paper industries: Home market sales	1·13359
311/2	Other finished steels	1·31921
313/3 and 313/4	Iron castings	1·39818

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Shipping movement at United Kingdom ports

Foreign and coasting trade movements during November 1968

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during November 1968, amounted to 14,887 thousand n.r.t.; an increase of 4 per cent over the corresponding month of 1967 Commonwealth vessels accounted for 5,920 thousand n.r.t.

During the first 11 months of 1968, the volume of cargo entering and clearing United Kingdom ports amounted to 174,986 thousand n.r.t.; an increase of 4.3 per cent over the corresponding period of 1967. Commonwealth vessels accounted for 43.3 per cent of the total.

In the coasting trade the total net tonnage of vessels arriving and departing with cargo increased by 3.2 per cent during November 1968 and 1.6 per cent over the 11 months when compared with 1967.

Note: net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast include foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement in the foreign trade at United King dom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of November 1967	6,195	9,696	3,612	159	5,925	4,309	4,600	2,313	114	2,173
" Month of November 1968	5,893	9,777	3,444	203	6,130	4,524	5,110	2,140	133	2,837
" Eleven months ended November 1967	66,617	109,662	42,692	2,212	64,758	50,301	58,097	28,555	1,511	28,031
" Eleven months ended November 1968	69,315	112,950	42,267	2,739	67,944	53,366	62,036	29,135	1,715	31,186
In ballast: Month of November 1967	977	1,550	755	27	768	2,767	6,054	1,701	115	4,238
" Month of November 1968	1,240	1,713	533	45	1,135	2,658	6,605	1,840	137	4,628
" Eleven months ended November 1967	16,250	24,110	11,111	456	12,543	32,523	74,738	24,750	1,165	48,823
" Eleven months ended November 1968	16,239	24,519	10,208	663	13,648	33,099	76,180	23,750	1,508	50,922

(1) Includes Irish Republic and South Africa.

(*Continued on page 768*)

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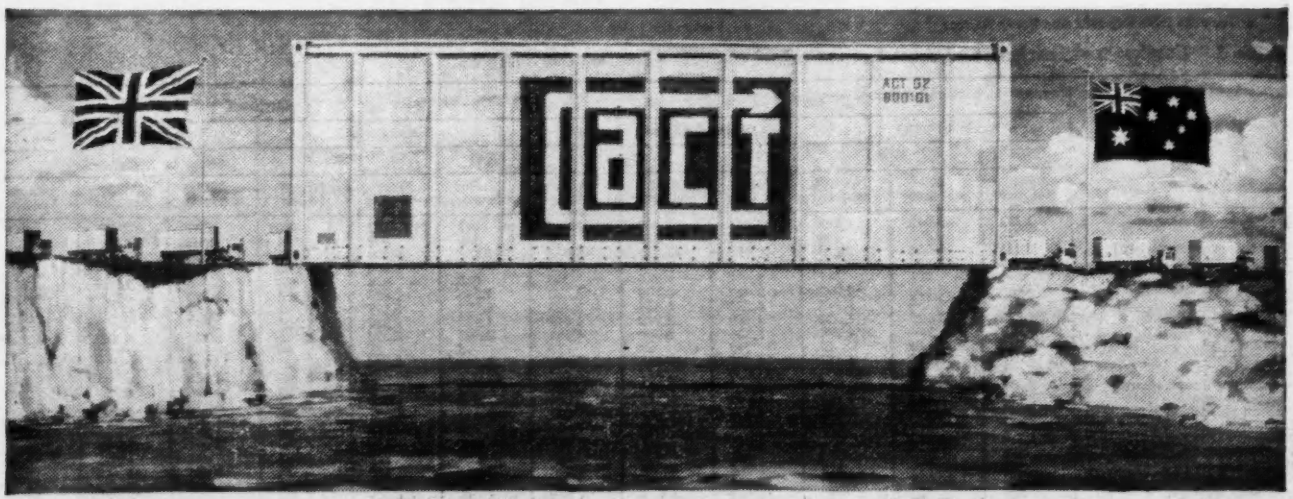

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	November		Eleven months ended November		November		Eleven months ended November	
	1967	1968	1967	1968	1967	1968	1967	1968
National of Vessels	Numbers of Vessels							
United Kingdom	1,784	1,631	19,872	20,687	1,474	1,365	16,634	17,739
Other Commonwealth (a)	89	145	1,537	1,788	93	126	1,386	1,497
Foreign	4,322	4,117	45,208	46,840	2,742	3,033	32,281	34,130
Total	6,195	5,893	66,617	69,315	4,309	4,524	50,301	53,366
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	3,612	3,444	42,692	42,267	2,313	2,140	28,555	29,135
Registered in Canada	—	1	4	1	—	—	3	—
Registered in other countries (a)	159	202	2,208	2,738	114	133	1,508	1,715
Total Commonwealth	3,771	3,647	44,904	45,006	2,427	2,273	30,066	30,850
Soviet	133	145	1,122	1,378	8	45	212	373
Finnish	95	64	891	970	34	32	368	327
Swedish	438	377	5,136	5,115	197	206	2,543	2,573
Norwegian	1,240	1,586	13,945	13,957	360	495	5,196	5,645
Danish	271	265	3,008	3,143	194	179	2,155	2,252
Polish	26	20	281	275	19	11	131	144
German (Federal Republic)	698	528	5,473	5,711	265	326	2,820	3,534
Dutch	679	605	7,082	7,125	353	444	4,359	4,540
Belgian	223	200	2,447	2,514	162	168	1,998	2,069
French	318	391	4,055	4,265	119	268	2,816	2,941
Spanish	61	57	561	567	58	54	558	536
Italian	177	97	1,711	1,535	43	55	250	465
Yugoslav	31	11	257	227	4	4	87	82
Greek	199	213	2,033	2,025	30	54	622	758
United States of America	98	186	2,365	2,237	86	185	1,895	2,004
Panamanian	193	194	2,073	1,882	34	110	381	740
Liberian	844	855	9,818	11,754	117	116	789	1,071
Other	201	336	2,499	3,264	89	85	1,347	1,132
Total Foreign	5,925	6,130	64,758	67,944	2,173	2,837	28,031	31,186
GRAND TOTAL	9,696	9,777	109,662	112,950	4,600	5,110	58,097	62,036
Trading Areas:								
Irish Republic	393	278	4,980	5,326	350	332	4,895	5,188
Northern Europe (Foreign)	2,727	2,779	28,314	31,455	1,861	2,229	21,870	25,521
Europe (Atlantic) and Western Mediterranean Countries	1,173	1,178	14,477	15,852	770	755	10,194	10,496
Central and Eastern Mediterranean Countries	1,036	1,344	9,127	12,802	176	152	1,740	1,762
West and South Africa	376	411	6,568	4,574	232	220	2,468	2,325
East Africa, Persian Gulf, India	1,907	1,666	18,247	18,569	148	175	2,088	2,161
Eastern Asia and Islands in the Pacific	161	252	2,489	2,379	157	166	2,378	1,740
Australasia	245	195	2,988	2,691	108	166	1,635	1,722
North America (Atlantic Coast)	914	900	11,963	10,045	512	660	7,600	8,168
West Indies and Central America (Atlantic Coast)	563	591	8,058	6,465	168	113	2,036	1,461
South America (Atlantic Coast)	99	84	1,190	1,212	51	72	568	620
South and Central America (Pacific Coast)	20	15	238	250	7	20	171	170
North America (Pacific Coast)	77	73	946	1,197	51	48	427	607
Other Areas	5	11	76	133	9	2	24	95
Total Commonwealth Countries	2,003	1,971	32,542	24,786	1,040	962	13,267	13,271
Total Foreign Countries	7,693	7,806	77,120	88,164	3,560	4,148	44,830	48,765
TOTAL	9,696	9,777	109,662	112,950	4,600	5,110	58,097	62,036

(a) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports – January-November

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	3,382	3,042	1,502	3,474	3,100	1,557	493	372	440	3,357	2,865	1,281
Cardiff	1,444	1,378	598	1,662	1,630	729	548	478	300	1,565	1,625	708
Dover	6,155	6,608	5,219	10,723	10,815	8,831	5,957	6,454	4,761	10,504	10,684	8,678
*Felixstowe	—	1,849	1,945	—	2,014	2,085	—	1,632	1,660	—	1,875	1,906
Folkestone	516	421	317	1,076	1,086	766	614	456	338	1,060	1,080	762
Grimsby (inc. Immingham)	3,485	3,650	2,993	3,827	4,192	3,430	1,276	1,823	1,466	3,722	4,290	3,536
*Harwich	5,945	6,196	3,347	6,235	6,338	3,463	5,827	6,199	3,497	6,157	6,277	3,560
Holyhead	1,828	2,125	1,520	1,910	2,270	1,611	1,822	1,959	1,501	1,907	2,113	1,620
Hull	4,919	4,744	4,388	5,356	5,089	4,691	2,648	2,594	2,676	5,123	4,820	4,350
Lancaster	236	40	15	245	60	73	16	23	64	319	24	68
Liverpool	13,017	12,842	4,812	15,021	14,643	5,453	5,547	5,516	3,227	14,997	14,336	5,117
London	27,725	27,135	13,854	33,609	32,687	16,075	12,200	12,643	8,810	31,646	31,828	16,569
Manchester (inc. Runcorn)	5,651	5,437	2,756	5,905	5,804	3,145	1,610	1,588	2,099	4,986	4,953	3,218
Middlesbrough	3,218	4,465	1,481	4,119	5,515	2,099	1,740	1,908	1,684	4,276	5,852	2,369
Milford Haven	6,947	7,490	371	7,993	9,030	938	1,308	1,871	539	7,707	8,848	938
Newhaven	884	875	975	896	887	1,003	874	834	916	887	882	1,014
Newport (Mon.)	1,314	1,379	731	1,811	1,785	916	893	830	732	1,899	1,974	989
Plymouth	296	275	445	462	425	784	220	171	466	456	389	821
Port Talbot	993	959	528	1,086	1,036	705	172	150	334	1,055	1,014	700
Southampton	16,089	15,083	3,089	19,295	19,106	4,076	7,719	7,681	2,840	19,428	18,657	4,009
Swansea	632	633	380	1,781	1,445	1,007	1,699	1,497	1,206	2,144	2,377	1,352
Tyne Ports	2,239	1,902	1,415	3,236	2,787	1,716	1,370	1,257	908	3,602	3,439	1,796
Glasgow	4,616	3,061	1,322	5,268	3,667	1,503	2,147	2,047	809	5,708	4,271	1,593
Grangemouth	1,320	1,422	1,273	1,792	1,766	1,513	1,237	1,224	975	1,735	1,686	1,426
Greenock	370	1,906	178	1,251	2,454	267	295	224	38	1,185	2,087	211
Leith	772	649	1,110	863	730	1,153	291	263	584	930	608	981
Belfast	1,774	1,792	1,266	1,905	1,893	1,372	312	382	460	1,910	1,954	1,129
Other Ports	8,075	8,266	17,407	11,133	11,634	21,984	5,241	5,192	12,665	11,415	12,074	22,217
TOTAL	123,842	125,624	75,237	151,934	153,888	92,945	64,076	67,268	55,995	149,680	152,882	92,918

*1967 tonnage figures for Harwich include those for Felixstowe.

Table 4. Coasting trade arrivals and departures at principal ports – January-November

Port	Arrived						Departed					
	With Cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	1,360	1,323	853	1,815	1,591	2,619	574	479	1,527	1,904	1,847	2,969
Cardiff	451	454	345	940	903	1,642	194	244	687	908	760	1,676
Cowes	1,988	1,966	9,658	4,436	4,241	19,454	1,895	1,873	8,958	4,423	4,267	19,423
Hull	922	819	314	1,432	1,073	798	535	335	388	1,477	1,232	1,028
Immingham	649	775	213	1,667	1,700	976	947	1,103	609	1,484	1,644	897
Lancaster	1,252	921	949	1,421	1,127	1,543	1,158	1,071	1,524	1,330	1,130	1,593
Liverpool	2,416	3,800	3,289	3,495	5,039	5,280	2,381	2,903	3,691	3,937	5,559	5,552
London	6,093	6,396	5,596	8,400	8,477	9,111	2,234	1,965	3,034	8,618	8,349	8,626
Manchester	1,038	127	179	1,434	240	373	710	72	110	1,543	247	327
Middlesbrough	403	308	295	1,187	1,508	1,439	330	948	807	911	1,387	1,207
Milford Haven	356	361	127	3,036	2,834	1,361	3,324	2,733	1,361	3,480	2,902	1,600
Portsmouth	374	364	1,612	2,984	3,015	13,267	75	88	761	2,961	3,018	13,162
Preston	1,014	1,138	1,983	1,111	1,210	2,140	986	1,088	1,819	1,158	1,285	2,263
Southampton	2,886	2,891	9,939	5,705	5,617	12,592	5,124	4,897	10,260	5,782	5,600	12,850
Sunderland	177	165	173	1,341	1,287	1,179	1,066	1,013	873	1,239	1,199	1,069
Swansea	213	245	412	1,723	2,010	4,068	1,042	1,367	3,072	1,331	1,586	3,646
Tyne Ports	596	561	140	3,089	3,189	1,980	1,524	1,764	1,561	2,735	2,789	2,058
Ardrossan	764	1,268	1,586	1,056	1,431	1,982	518	891	1,579	925	1,352	2,059
Glasgow	1,322	613	842	1,988	1,275	1,307	757	299	522	1,487	896	1,216
Greenock	1,005	1,489	2,420	1,234	1,872	3,068	1,104	1,366	2,140	1,305	1,909	3,062
Stranraer	1,273	1,436	1,133	1,282	1,449	1,144	1,272	1,435	1,127	1,281	1,449	1,144
Belfast	6,032	6,251	7,331	6,407	6,712	8,001	5,272	5,266	5,838	6,568	6,612	8,173
Other Ports	10,488	10,463	24,323	17,253	17,492	41,545	8,151	8,250	15,399	16,292	16,611	40,678
TOTAL	43,072	44,134	73,912	74,436	75,292	136,869	41,173	41,450	67,647	73,079	73,630	136,278

Table 5. Shipping movement in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of November 1967	5,391	3,083	2,565	518	5,131	3,100	2,527	573
" Month of November 1968	5,431	3,164	2,587	577	4,475	3,043	2,491	552
" Eleven months ended November 1967	63,700	36,323	29,442	6,881	60,634	35,584	28,420	7,164
" Eleven months ended November 1968	64,991	37,189	30,954	6,235	60,881	35,859	29,814	6,045
In ballast: Month of November 1967	4,821	2,751	2,165	586	5,002	2,640	2,164	476
" Month of November 1968	4,500	2,507	1,997	510	4,755	2,503	2,010	493
" Eleven months ended November 1967	61,614	30,942	24,379	6,563	63,540	30,177	24,324	5,853
" Eleven months ended November 1968	62,077	30,643	24,622	6,021	65,521	30,330	24,626	5,704
Coasting Trade – United Kingdom								
With cargo: Month of November 1967	6,162	3,701	3,105	596	5,749	3,484	2,842	642
" Month of November 1968	6,289	3,831	3,119	712	5,114	3,586	2,928	658
" Eleven months ended November 1967	72,381	43,072	35,069	8,003	67,309	41,173	32,990	8,183
" Eleven months ended November 1968	73,912	44,134	37,018	7,116	67,647	41,450	34,675	6,775
In ballast: Month of November 1967	4,912	2,786	2,190	596	5,355	2,808	2,315	493
" Month of November 1968	4,585	2,565	2,035	530	4,980	2,679	2,134	545
" Eleven months ended November 1967	62,466	31,364	24,739	6,625	66,835	31,906	25,744	6,162
" Eleven months ended November 1968	62,957	31,158	25,030	6,128	68,631	32,180	26,082	6,098

(a) Commonwealth and Irish Republic.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in January

IN JANUARY, the turnover of the catering trades showed an unusually large increase on a year earlier, counter-balancing the rather smaller increase recorded for December. In the laundry and dry cleaning and the hairdressing trades the increase in turnover, compared with January 1968, was also somewhat greater than in recent months.

Catering trades

After allowing for seasonal influences, the value of turnover of the catering trades in the three months ended January was 3 per cent higher than in the preceding three months, thus continuing the rather higher rate of increase shown during the last few months.

Value of Catering Trades' Turnover

Seasonally adjusted index numbers of turnover per week (current prices)	1964=100	
	1967	1968
1st quarter	114	116
2nd quarter	113	116
3rd quarter	114	118
4th quarter	113	120
3 months' ended October 1968		119
3 months' ended January 1969		122

Between January 1968 and January 1969 the turnover of the catering trades rose by 12 per cent; this large increase followed an increase of only 5 per cent between December 1967 and December 1968. It seems probable that some of this apparent difference in experience may have been due to a different incidence of the extra expenditure at Christmas and the New Year in each year's figures. The increase on a year earlier for the two months December 1968 and January 1969 taken together was about 8 per cent, much the same as in October and November 1968. This pattern of a high January increase following a lower increase in December was particularly pronounced in the case of public houses.

Laundries and dry cleaners

The turnover of laundries and dry cleaners rose by 4 per cent in January 1969 compared with January 1968. The 4 per cent increase for laundries was much in line with that shown for the previous three months but the 3 per cent increase for dry cleaners showed a marked improvement compared with earlier months.

Hairdressers

Turnover in January was 5 per cent higher than in January 1968 largely due to the 7 per cent increase recorded for men's and women's hairdressers. Men's hairdressers and tobacconists showed an increase of 1 per cent in January slightly lower than the average for 1968.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1966		111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967		113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968		117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969							108											
	1968		+3	Nil	+4	+3	+6	+1	+1	−1	+7	+2	+4	+1	+4	+4	+7	+8	+5
	1969							+12											
Licensed hotels and holiday camps (£286 million)	1966		111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967		114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968		122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969							87											
	1968		+7	+2	+7	+7	+10	+4	+3	−1	+11	+3	+7	+7	+9	+6	+10	+13	+8
	1969							+14											
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966		111	97	110	132	103	93	98	99	107	106	117	113	134	131	106	100	102
	1967		112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968		116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969							103											
	1968		+4	+1	+5	+4	+4	+1	+2	+1	+7	+4	+4	+2	+4	+5	+4	+5	+4
	1969							+7											
Public houses (£1,033 million)	1966		112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967		115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968		118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969							115											
	1968		+2	−1	+3	+1	+6	+1	Nil	−3	+7	+1	+3	−1	+2	+2	+8	+9	+4
	1969							+14											
Canteens (b) (£145 million)	1966		106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967		105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968		109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969							119											
	1968		+5	+5	+2	+6	+5	Nil	+4	+11	−5	+5	+4	+6	+7	+5	+5	+4	+6
	1969							+8											

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The January 1969, period was the four weeks from December 29, 1968 to January 25, 1969, the January 1968 period was from December 31, 1967 to January 27, 1968.
(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

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Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a)

1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969						93											
	1968	Nil	—1	—1	—1	+2	—4	—3	+4	—4	+1	—1	Nil	Nil	—2	Nil	+3	+1
	1969						+4											
LAUNDRIES (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969						99											
	1968	+1	Nil	—1	+1	+3	—3	—2	+4	—5	+1	—1	+1	+1	+1	+3	+4	+3
	1969						+4											
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969						84											
	1968	—2	—2	—2	—3	—1	—6	—4	+4	—2	Nil	—3	—2	—1	—6	—4	+2	—2
	1969						+3											

NOTE: The figures exclude launderettes. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a)

1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec'
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	111
	1969						99											
	1968	+2	Nil	+2	+3	+3	—2	—1	+1	+3	Nil	+3	+2	+2	+3	+2	+3	+3
	1969						+5											
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969						101											
	1968	+2	Nil	+4	+3	+2	+1	Nil	—1	+5	Nil	+6	+1	+3	+5	+1	+2	+4
	1969						+1											
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969						99											
	1968	+2	Nil	+2	+3	+3	—2	—1	+1	+3	+1	+2	+3	+2	+2	+3	+3	+3
	1969						+7											

NOTE: See note (a) to Table 1.

Patents endorsed 'Licenses of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the date(s) specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	February 24	
1,005,560	Commissariat A.L. Egergie Atomique	Conduit arrangements for conveying fluids.
1,006,011	Commissariat A.L. Energie Atomique	Apparatus for the measurement of the velocity of sound in a gas.
1,008,066	Commissariat A.L. Energie Atomique	A process for the treatment of solutions of products formed by the fission of uranium-molybdenum alloys.
1,008,865	Commissariat A.L. Energie Atomique	Methods of and apparatus for transferring liquids under remote control.
1,010,124	Commissariat A.L. Energie Atomique	A plug or closure element.
1,011,338	Commissariat A.L. Energie Atomique	A core structure for a nuclear reactor.
1,013,920	Commissariat A.L. Energie Atomique	Fuel elements for nuclear reactors.
1,015,197	Commissariat A.L. Energie Atomique	Method of cladding using hydrostatic pressure applied to heated units inside a cold-liquid, cladding apparatus.
1,071,689	Commissariat A.L. Energie Atomique	Improvements in electrical couplings.
1,018,152	Commissariat A.L. Energie Atomique	Improvements in sealed connections and methods for producing same.
1,020,222	Commissariat A.L. Energie Atomique	Improvements in shutters opening at high speed.
1,022,362	Commissariat A.L. Energie Atomique	Improvements in electrical connections.
	February 26	
930,272	Terence Henry Tetley	Fishing rods.
954,710	British Insulated Callender's Cables Limited.	Spacers for overhead electric transmission lines having bundled conductors.
973,106	Commissariat A.L. Energie Atomique	A transportable Seismograph.
1,004,867	Commissariat A.L. Energie Atomique	Improvements in remote control and automation devices for plant in radioactive surroundings.
1,005,134	Commissariat A.L. Energie Atomique	Method of determination of the characteristics of porous barriers and instrument for the practical application of said method.
1,006,272	Commissariat A.L. Energie Atomique	Device for the transmission of movements and application of said devices to remote-handling appliances.
1,006,322	Commissariat A.L. Energie Atomique	Improvements in machines for the loading and unloading of the channels of a nuclear reactor.
1,006,644	Commissariat A.L. Energie Atomique	A method of fabrication of finned tubes and apparatus therefor.
1,009,166	Commissariat A.L. Energie Atomique	Control rod mechanisms for nuclear reactors.
1,009,967	Brown Boveri & Company Limited	Arrangement for circuit breakers provided with gas chambers.
1,010,673	Brown Boveri & Company Limited	Sealing means for a fluid pressure control valve.
1,013,056	Commissariat A.L. Energie Atomique	Process for the densification of carbonaceous bodies.
1,017,630	Commissariat A.L. Energie Atomique	Apparators for welding thermocouples on the internal wall of a duct having a small cross-section.
1,020,605	Commissariat A.L. Energie Atomique	Control apparatus.
1,021,123	Commissariat A.L. Energie Atomique	Method of separation of radium.
1,022,313	Commissariat A.L. Energie Atomique	Device for carrying out a chemical reaction and method of preparation of ammonium diuranate employing said device.

Any persons who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, March 7, 1969.
Where the title appears in italics the film forms part of a series. BR/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Mining Review No. 7 – 22nd Year	Br/E 33962	11	March 3	Data Film Distributors Ltd.	National Coal Board.
Baby Love	Br/E 33963	96	March 3	Avco Embassy Pictures (UK) Ltd.	Avton Film Productions Ltd.
Centenary	Br/E 33970	32	March 3	Rank Film Distributors Ltd.	Vickers Ltd.
Where Eagles Dare	Br/E 33971	155	March 3	Metro-Goldwyn-Mayer Pictures Ltd.	Winkast Film Productions Ltd.
Twiggy	Br/E 33972	13	March 5	Contemporary Films Ltd.	Tobaron Productions Ltd.
Pathe Pictorial Series 742/744:					
Pathe Pictorial No. 742	Br/E 33975	8	March 6	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 743	Br/E 33976	8	March 6	" "	" "
Pathe News 69-19	Br/E 33840	7	March 7	" "	" "
Pathe News 69-20	Br/E 33841	7	March 7	" "	" "
Movietone News 2073A	Br/E 33787	10	March 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2074	Br/E 33788	7	March 7	" "	" "
FOREIGN					
Post War Inventions	F 33958	6	March 3	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Mount Piney	F 33959	5	March 3	" "	" "
The Ruby Eye of the Monkey God	F 33960	9	March 3	" "	" "
The Rock Hound	F 33961	6	March 3	" "	" "
The Girl Who Knew Too Much	F 33964	80	March 3	Commonwealth United Entertainment (UK) Ltd.	United Pictures Corp.
Dina Chez Les Rois	F 33965	9	March 3	Contemporary Films Ltd.	Les Films du Prieure, Paris.
When The Leaves Fall	F 33966	9	March 3	Rank Film Distributors Ltd.	Universal International Films Inc.
Profile of a Race Driver	F 33967	10	March 3	" "	" "
Oh Dad, Poor Dad, Mamma's Hung You in the Closet and I'm Feelin' So Sad	F 33968	86	March 3	Paramount Pictures (UK) Ltd.	Seven Arts Productions International.
Situation Hopeless but Not Serious	F 33969	97	March 3	" "	William Castle Productions Inc.
Forward March Hare	F 33973	7	March 6	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
Daffy Rents	F 33974	7	March 6	" "	" "
Teenagers	F 33977	90	March 7	Connoisseur Films Ltd.	Ulysse Productions, Paris.
Cervantes	F 33978	110	March 7	Planet Film Distributors Ltd.	Procinex s.r.l., Paris, Protor s.a.r.l., Rome and Prisma s.a., Madrid.
Where the Truth Lies	F 33979	83	March 7	Paramount Pictures (UK) Ltd.	Marianne Productions and La Societe Nouvelle des Etablissements Gaumont, Paris.
The Last of the Secret Agents	F 33980	92	March 7	" "	Paramount Pictures Corp.

AMENDMENT TO THE REGISTER:
The title of the film 'The Rise of Helga' (F 6692) registered on November 25, 1931, has been amended to 'Susan Lenox – Her Fall and Rise.'

CORRECTION TO THE REGISTER:
The playing time of the film 'Pretty Poison (F 33953) registered on February 26, 1969, has been corrected to 89 minutes.

The Board of Trade

Export Service Bulletin

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Market Pointers
Market Reports
Export Opportunities
Calls for Tenders
General Notices

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Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON, E.C.4
(Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate Ldn.)

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy, High Commission or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department in the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Board of Trade Regional Office or the Export Services Branch of the Board of Trade in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

THIS LIST is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal*. Inquiries relating to the list should be made to Export Services Branch at the address given below (Tel. 01-248 5757, Ext. 7113).

AFGHANISTAN – Mr. A. B. N. Morey, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. S. Relton, First Secretary (Commercial), British Embassy, Edifice Cassiopée, Bâtiment B., 7, Chemin des Glycines, B.P.25, ALGIERS, R.P. (Tel. 60.56.01-04.) (Telex 29-91872 a/b Prodrom Alger.)

ANGOLA (Portuguese West Africa) – Mr. H. Carless, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 27838, 22487.)

ARGENTINA – Mr. M. Gale, C.B.E., Minister (Commercial), British Embassy, Luis Agote 2412, BUENOS AIRES. (Postal address: Casilla 2050, Buenos Aires.) (Tel. 80-7011.) (Telex 201-1666 a/b Prodroba.)

AUSTRALIA – Mr. H. B. C. Keeble, Minister (Commercial); Mr. M. E. Browne, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 70422.) (Telex 29-AA62043 a/b AA62043.)

SYDNEY – Mr. W. N. R. Maxwell, O.B.E., Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000. (Tel. 27-7521.)

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BRISBANE – Mr. H. F. Bartlett, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 2-2307/8/9.)

PERTH – Mr. B. A. F. Pennock, Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5120 and 21-5128/9.) (Telex 29-AA92493 a/b BHC WA.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 51-4011/2.)

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THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, E. D. Sassoon Building, Parliament Street, P.O. Box 4600, NASSAU, New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. D. L. Hardinge, Second Secretary (Commercial), H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political, Bahrain.') (Tel. 3597.) (Telex 201-GJ216 a/b PROD BAH GJ216.)

BARBADOS – Mr. R. B. Crowson, First Secretary (Commercial), British High Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN. (Tel. 3525.) (Telex 29-219 a/b Ukrep, BRI.)

BELGIUM – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-23462 a/b Prodrome Bruxls.)

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Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BOTSWANA – Mr. K. O. H. Osborne, First Secretary, British High Commission, Private Bag 23, GABERONES (Tel. 483/5.)

BRAZIL – Mr. J. C. Petersen, C.M.G., Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 25-7252.) (Telex 201-731802 a/b Prodrome Rio.)

SAO PAULO – Mr. N. Statham, C.M.G., Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) (Tel. 35-4131.)

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BUEA – Mr. C. F. Miller, M.B.E., Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. 623.) (Telex 201 Douala 245 a/b Britain Buea.)

[NOTE: *The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.*]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., Minister (Commercial); Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel 237-1530.) (Telex 206-013266 a/b Ukrep, OTT.)

CANADA, *continued*

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EDMONTON – Mr. L. D. Byrne, British Trade Commissioner, British Government Office, 600, Bank of Montreal Building, Jasper Avenue, Edmonton 15, Alberta. (Tel. 424-0481.) (Telex 206-037-2421 a/b Ukrep, EDM.)

REGINA – Mr. H. W. Sturdy, M.B.E., British Trade Commissioner, British Government Office, 815 Avord Tower, 2002 Victoria Avenue, Regina, Saskatchewan. (Tel. 527-6459; 527-6350.) (Telex 206-031-2360 a/b Ukrep REG.)

HALIFAX – Mr. L. Cox, O.B.E., British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Contennial Buildings, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 206-014-422634 a/b Ukrep, HFX.)

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CHILE – M. J. B. Ure, M.V.O., First Secretary (Commercial) British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome, Santiago.)

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CONGO, DEMOCRATIC REPUBLIC OF – Mr. H. G. Windle, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

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ERITREA – Mr. D. G. Barr, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

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GUATEMALA – Mr. F. S. E. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 and 21-4-63.)

GUYANA – Mr. F. W. J. Cooper, M.B.E., First Secretary (Commercial), British High Commission, 44 Main Street, P.O. Box 625, GEORGETOWN. (Tel. 2881/3.) (Telex 201-GY221 a/b Ukrep GY221.)

HONDURAS – Mr. H. A. Rogers, M.B.E., First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

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MADRAS – Mr. V. C. Martin, Deputy High Commissioner, British High Commission, P.O. Box 3710, 150A Mount Road, Madras, 2. (Tel. 83136.)

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INDONESIA – Mr. D. J. Brown, M.B.E., First Secretary (Commercial), British Embassy, Djalan Thamrin 75, DJAKARTA. (Tel. 41091/8.)

IRAN – Mr. J. C. Cloake, Counsellor (Commercial), British Embassy, Avenue Ferdowsi, TEHRAN. (Tel. 45011/4.)

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[*Milan is the central point for British trade promotion work in Italy.*]

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NAPLES – Mr. R. L. D. Jasper, C.M.G., Consul-General, British Consulate-General, Via Francesco Crispi 122, I 80122 Naples. (Tel. 303.883, 308.320 and 382.482.)

PALERMO – Mr. A. G. Evans, O.B.E., Consul, British Consulate, Plazzo Vassallo, Via Marchese di Villabianco 9, I 90143 Palermo. (Tel. 253364-6.)

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KUWAIT – Mr. G. J. McGurk, First Secretary (Commercial), British Embassy, 6 Kuwait Investment Company Building (5th Floor), Ahmad al-Jabir Street, Plot 6, Area 9, P.O. Box 300, KUWAIT. (Tel. 33046.)

LAOS – Mr. J. G. Wallace, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. M. F. Chapman, First Secretary, British High Commission, P.O. Box 521, MASERU. (Tel. 3961.) (Telex 201-2MS Maseru a/b 2MS Highcom.)

LIBERIA – Mr. J. B. Whittington, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – **TRIPOLITANIA and LIBYA as a whole:** Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Adrian Pelt, TRIPOLI, Libya. (Postal address: Commercial Section, British Embassy, B.F.P.O. No. 57*.) (Tel. 31191.) For CYRENAICA only: Mr. C. Dyer, Second Secretary (Commercial), British Embassy in Libya, Sharia Omar Scennib 15-19, BENGHAZI. (Postal address: Commercial Section, British Embassy, B.F.P.O. No. 55*.) (Tel. 2118/2119/2120.)
[*NOTE – The words *'Tripoli/Benghazi, Libya'* should *not* appear after the B.F.P.O. number as this can give rise to delay.]

LUXEMBOURG – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), (*Resides at Brussels*); Mr. D. F. Ballentyne, First Secretary, British Embassy, 28 Boulevard Royal, LUXEMBOURG. (Tel. 2.98.64.) (Telex 2058-443 a/b Prodrome, LUX.)

MADEIRA – Mr. P. G. Blandy, Hon. British Consul, British Consulate, 5 Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 21221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, 41 Rue Choiseul, Boite Postale 167, TANANARIVE. (Tel 206-50.) (Telex 201-226 a/b Prodrome, TANA.)

MALAWI – Mr. R. S. Howe, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Commercial), British High Commission, P.O. Box 577, 3rd Floor, Police Co-operative Building, 1, Jalan Suleiman, KUALA LUMPUR. (Tel. 81901/10.) (Telex 201-275 a/b UKIMFR KL.)

KOTA KINABALU – Mr. T. Duffy, First Secretary in Charge, British High Commission, Kota Kinabalu Office, P.O. Box 824, 5th Floor, Wing on Life Building, Chester Street, Kota Kinabalu, Sahab. (Tel. 4424, 4456/7.) (Telex 201-209 a/b Ukrep, JSN.)

KUCHING – Mr. F. Kennedy, M.B.E., First Secretary in Charge, British High Commission, Kuching Office, Thompson Road, Kuching, Sarawak. (Tel. 24221.) (Telex 201-201 a/b Ukrep, Kuching.)

MALTA – Mr. A. J. Salmon, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. (Tel. Central 21285/6/7.) (Telex 201-MW249 a/b Ukrep, Malta.)

MAURITIUS – Mr. E. G. Wickens, First Secretary (Commercial), British High Commission, P.O. Box 586, Cerne House, Chaussée Street, PORT LOUIS. (Tel. 2-0201.)

MEXICO – Mr. K. J. Uffen, Counsellor (Commercial), British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. (Tel. 11.48.80/85.) (Telex 29-0177894 a/b Prodrome, Mex.)

MONGOLIA – Mr. R. Carter, H.M. Ambassador, British Embassy, P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 70529/30.)

MOROCCO – Mr. E. H. Noble, M.B.E., First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdullah, Boite Postale 45, RABAT. (Tel. 20905/6; 31403/4 and 32996.) (Telex 29-31022 a/b Prodrome, Rabat.)

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NETHERLANDS – Mr. G. L. Pearson, M.C., Counsellor (Commercial), British Embassy, Lange Voorhout 32, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome, Hague.)

AMSTERDAM – Mr. R. G. Dundas, C.B.E., Consul-General, British Consulate-General, Herengracht 460, Amsterdam. (Tel. (020) 234607.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.**

NEW ZEALAND – Mr. R. A. Daniell, C.B.E., Counsellor (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.I. (Tel. 46-060.) (Telex 2067-NZ3325 a/b NZ3325.)

AUCKLAND – Mr. C. E. Dymond, C.B.E., Counsellor-in-Charge, British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, C.1.) (Tel, 32-973 and 49-646.)

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NORWAY – Mr. C. G. Harris, C.M.G., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 563890.) (Telex 2025-1575 a/b Prodoslo O.)

BERGEN – Mr. G. C. Littler, T.D., Consul-General, British Consulate-General, Slottsgaten 1, Bergen. (Tel. 10990.)

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DACCA – Mr. R. Fox, O.B.E., Deputy High Commissioner, British High Commission, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 44216/8, 43251/3.)

LAHORE – Mr. J. Stafford, Deputy High Commissioner, British High Commission, P.O. Box 416, 4, Race Course Road, Lahore, West Pakistan. (Tel. 62266/7 60141/2.)

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PERU – Mr. D. C. Thomas, First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Washington – 12th Floor, Plaza Washington, (sexta cuadra), Avenida Arequipa, LIMA. (Tel. 283830.) (Telex 201-PX 5230 a/b Prodrome, PX5230.)

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POLAND – Mr. H. T. Kennedy, O.B.E., Counsellor (Commercial), British Embassy, Aleje Róz 1, WARSAW. (Tel. 281001-5.) (Telex 29-813694 a/b Prodrome WA.)

PORTUGAL – Mr. S. J. Aspden, M.B.E., First Secretary (Commercial), British Embassy, Rua de S. Domingos a Lapa 37, LISBON 3. (Tel. 661191/5.) (Telex 29-1278 a/b Prolis P.)

OPORTO – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, Palacio Atlantico, 7th Floor, Praca D. Joao I, No. 28, Oporto. (Tel. 22442/3.)

QATAR – Mr. A. J. Ward, Consular and Commercial Officer, H.M. Political Agency, P.O. Box 3, DOHA. ('Political, Qatar.') (Tel. 22637.) (Telex 201-315 a/b. Political Doha.)

RUMANIA – Mr. J. H. Walsh, First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11.16.35/6.) (Telex 29-011-295 a/b Prodrome BUC.)

SAUDI ARABIA – Mr. R. McGregor, First Secretary (Commercial), British Embassy, P.O. Box 393, JEDDA. (Tel. 2544 and 3409.)

SENEGAL – Mr. J. H. Bailey, Second Secretary (Commercial) and Consul, British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, DKR.)

SIERRA LEONE – Mr. C. W. S. Dexter, Second Secretary (Commercial). British High Commission, S.B.W.A. Building, Oxford Street, FREETOWN. (Postal address: Private Mail Bag, C/o G.P.O., Freetown.) (Tel. 3961-6.)

SINGAPORE – Mr. G. F. Finlayson, First Secretary (Head of Commercial Section), British High Commission, P.O. Box 620, Phoenix Park, Tanglin Road, SINGAPORE, 10. (Tel. 640461.)

SOMALI REPUBLIC – Mr. R. J. E. Thomas, Second Secretary (Commercial/Information), British Embassy, P.O. Box 1036, MOGADISHU. (Tel. 2288.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., Minister (Economic); Mr. A. C. McCarthy, First Secretary (Commercial), British Embassy, 6 Hill Street, PRETORIA. (Tel 74-3121.) (Telex 201-PX1 a/b PI-44-641 PA.)

JOHANNESBURG – Mr. R. A. Farquharson, Deputy Consul-General (Commercial) and Director of Trade Development; Mr. P. W. R. C. Haley, M.B.E., Consul (Commercial), British Consulate-General, 8th Flóor, B.P. Centre, corner Harrison, Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex 201-43-7115 JH a/b 43-7115 JH.) [*Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.*]

CAPE TOWN – Mr. M. T. Walker, C.B.E., Consul-General, British Consulate-General, 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. (Tel. 41.1466.) (Telex 201-5-7447CT a/b 5-7447CT.)

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SOUTHERN YEMEN – Mr. D. Slater, First Secretary, British Embassy, Tarshyne, ADEN, People's Republic of Southern Yemen. (Tel. 24171.)

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BILBAO – Mr. J. K. Hickman, Consul-General, British Consulate-General, Gran Via 30, Bilbao. (Tel. 214780, 214789.)

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VALENCIA – Mr. K. Oldfield, Consul, British Consulate, Calle Coronista Carreres 1, 4a, Valencia 3. (Tel. 21-12-75.)

VIGO – Mr. A. S. Lindsay, M.B.E., Consul, British Consulate, Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49, Vigo. (Tel. 211450.)

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LAS PALMAS – Mr. N. F. Date, Consul, British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones 37, Apartado 20, Las Palmas, Gran Canaria, Canary Islands. (Tel. 262508.)

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SWAZILAND – Mr. A. G. Elgar, Head of Chancery, British High Commission, Alister Miller Street, MBABANE. (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.) (Telex 201-SAX 39, a/b SAX 39.)

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Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

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BASLE – Mr. A. M. Fluhmann, O.B.E., Consul, British Consulate. P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 23.58.43.)

GENEVA – Mr. L. J. Evans, Consul-General, British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1202 Geneva. (Tel. (022) 34.38.00., 33. 23. 85.) (Telex 2052-22956 a/b 22956A (or B) UKGV CH.)

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TRUCIAL STATES

ABU DHABI – Mr. M. J. Copson, Commercial Secretary, HM Political Agency, P.O. Box 248, Abu Dhabi. (Tel. 2305/7.)

DUBAI – Mr. G. P. Lockton, Commercial Secretary, HM Political Agency, Ground Floor, Shaikh Ali Building, Deira, Dubai. ('Political, Dubai.') (Tel. 21452.) (Telex 201-426 a/b Political GJ 426.)

TUNISIA – Mr. J. B. Wright, First Secretary, (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. R. P. Pinsent, Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi 46a, Cankaya, ANKARA. (Tel. 12.10.90-5.)

ISTANBUL – Mr. R. A. Burrows, C.M.G., Consul-General, British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 44.75.40 and 44.75.45-9.) (Telex 201-298 a/b Britain IST.)

IZMIR – Mr. R. E. Wilkinson, C.B.E., Consul-General, British Consulate-General, Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 33508.)

UGANDA – Mr. R. W. Howell, First Secretary (Commercial), British High Commission, P.O. Box 7070, 10-12 Obote Avenue, KAMPALA (Tel. 57054/9.) (Telex 201-4106 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. G. L. Simmons, M.V.O., Counsellor (Commercial), British Embassy, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Mr. E. A. Midgley, C.M.G., M.B.E., Minister (Commercial); Mr. P. W. Ridley, Counsellor (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. 462-1340 Area Code 202.) (Telex 20660-892370 a/b Prodrome, WSH.)

NEW YORK – Mr. J. C. M. Mason, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022 (Postal address: P.O. Box 3434, New York 17, N.Y.) (Tel. 752-8400 Area Code 212.) (Telex 2064-420543 a/b Prodrome or 20660-12-6919 a/b Prodrome NYK.)

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BOSTON – Miss L. E. T. Storar, Consul-General, British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston 16, Massachusetts 02116. (Tel. 542-2810 Area Code 617.)

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LOS ANGELES – Mr. A. A. E. Franklin, C.V.O., C.B.E., Consul-General, British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California 90005. (Tel. 385-7381 Area Code 213.) (Telex 20660-677421 a/b Britain LSA.)

MIAMI – Mr. F. J. Pelly, M.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6 Area Code 305.)

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Government Trade Office, 1209, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921 Area Code 612.)

NEW ORLEANS – Mr. S. E. D. Barff, O.B.E., Consul-General, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, Louisiana 70112. (Tel. 522-3144/5/6 Area Code 504.)

PHILADELPHIA – Mr. M. J. Moynihan, M.C., Consul-General, British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. 925-2430 Area Code 215.)

PORTLAND – Sir James McDonald, K.B.E., Consul, British Consulate, 715 World Trade Building, 333 S.W. Oak Street, Portland, Oregon 97204. (Tel. 227-5669 Area Code 503.)

SAN JUAN – Mr. B. W. Gordon, Consul, British Consulate, Room 1024, Banco Popular Centre, Hato Rey, San Juan 2, Puerto Rico. (Postal address: P.O. Box 1307, San Juan, Puerto Rico 00902.) (Tel. 767-4435.) (Telex 29-365270 a/b Britain SJN.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

ST. LOUIS – Mr. F. S. Miles, C.M.G., Consul-General, British Consulate-General, 7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. 621-4688/9 Area Code 314.) (Telex 20660-447190 a/b Britain STL.)

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SEATTLE – Mr. J. I. McGhie, Consul-General, British Consulate-General, 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 624-2990 Area Code 206.)

[*There is also a Vice-Consul at Baltimore and an Honorary Consul at Norfolk who will be glad to see business visitors.*]

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NORFOLK – Mr. A. L. Nicholson, Hon. Consul, British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934 Area Code 703.)

URUGUAY – Mr. I. Ross-Bell, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome MVD.)

U.S.S.R. – Mr. N. E. Cox, Counsellor (Commercial), British Embassy, Commercial Department, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 241-1033/4.) (Telex 29-341 a/b Prodrome Moscow.)

VENEZUELA – Mr. I. F. S. Vincent, C.M.G., M.B.E., Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Cuidad Comercial Tamanaco, Chuao, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 33.83.55/59.) (Telex 201-768 a/b 768 Procaracas.)

VIETNAM – Mr. D. A. Clayton, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23341/2.)

YUGOSLAVIA – Mr. J. A. Molyneux, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 645.055.) (Telex 29-11468 a/b 11468 YU Probel.)

ZAGREB – Mr. A. R. K. Mackenzie, C.B.E., Consul-General, British Consulate-General, Ilica 12/II, Zagreb, (Tel. 37.627, 424418, 36697.) (Postal address: Britanski Generalni Konzulat, Zagreb, C.2.)

ZAMBIA – Mr. P. G. P. D. Fullerton, First Secretary (Economic and Commercial), British High Commission, Waddington Road, P.O. Box RW50, LUSAKA. (Tel. 51122.) (Telex 201-4115 a/b Ukrep LS 4115.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, WINDHOEK, South West Africa. (Tel. 7983.)

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Service Bureau, HAMILTON. (Tel. 1-2038.)

BRITISH HONDURAS: The Permanent Secretary, Ministry of Natural Resources and Trade. Paslow Building, P.O. Box 485, BELIZE CITY.

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

GIBRALTAR: Mr. E. H. Davis, C.M.G., O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.4580.) (Telex 201-223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Treasury Department, Bairiki, TARAWA, Gilbert Islands.

GUINEA: Mr. John Buhagiar, c/o Paterson Zochonis Guinée S.A., B.P. 598, CONAKRY, Republic of Guinea.

HAITI: Mr. J. P. Le Grand, Hon. British Consul and Trade Correspondent, The Shell Co. (West Indies) Ltd., P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3472.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127. ST. JOHN'S, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allen, O.B.E., Resident Commissioner, VILA.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, APIA, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, Customs Headquarters, P.O. Box, HONIARA, British Solomon Islands Protectorate.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: G.P.O. Box 1068L. Hobart.) (Tel Hobart 2-2776/7.)

TONGA: Mr. A. C. Reid, C.M.G., British Commissioner and Consul, H.B.M.'s Agency and Consulate, NUKUALOFA.

TURKEY (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, ADANA. (Tel. 1072.)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquiriers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Guide to countries in which towns are situated

Place	Country
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Southern Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Benin City	Nigeria
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brunei Town	Brunei
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Conakry	Guinea, Republic of
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Düsseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Haifa	Israel
Halifax	Canada
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
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Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New Orleans	United States
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Pehn	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
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Quito	Ecuador
Rabat	Morocco
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Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz de Tenerife	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	Country	Place	Country	Place	Country
Stanley	Falkland Islands	The Hague	Netherlands	Vientiane	Laos
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Suva	Fiji	Tripoli	Libya	Wellington	New Zealand
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		Turin	Italy	Winnipeg	Canada
Tamsui	Taiwan	Ulan Bator	Mongolia		
Tananarive	Malagasy Republic			Yaoundé	Cameroon
Tangier	Morocco				
Tarawa	Gilbert and Ellice Islands	Valencia	Spain		
Tegucigalpa	Honduras	Vancouver	Canada		
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Tel Aviv	Israel	Vienna	Austria	Zurich	Switzerland

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back – BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

London and South Eastern Region
Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Goucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214.
Answer Back – BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back – BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583.
Answer Back – BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland).
21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488.
Code: 0232 34488. TELEX 74578, Answer Back – GOVNI BELFAST.)

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Exhibitions and Fairs

British industry attacks Brazilian market through Sao Paulo exhibition

By Dan Hillman, Universal News Services staff correspondent

Sao Paulo, March 10

FIRM ORDERS worth at least £264,000 have been received at the British Industrial Exhibition here, with a week still to run during which non-Brazilian Latin American businessmen are to make their visits. British banks and finance houses at the exhibition report 'high hopes of brisk business.'

Opening the exhibition on March 4, Mr. Anthony Crosland, President of the Board of Trade, stressed that Brazil was one of the crucial areas of Latin America where Britain was making a determined comeback effort. The exhibition demonstrated the United Kingdom's permanent interest in Brazil and was not a stopgap measure while she was being kept out of the Common Market. Britain was now able to compete in Latin America on terms level with, or better than, other industrialized nations, he said, and paid tribute to the credit arrangements made available by leading British financial groups, including the Bank of London and South America and Tennant Guaranty Ltd.

Anglo-Argentine trade talks

Tomorrow Anglo-Argentine trade talks open in Buenos Aires, to be followed by British missions and technical symposia in other parts of Latin America during 1969-70, Mr. Peter Ford, president of the exhibition, has announced.

Sao Paulo with a population of more than six million is Latin America's fastest growing city. A new home is completed every three minutes, and construction teams work 24 hours a day opening up new multi-lane highways.

The biggest order taken at the exhibition was for five vehicles worth £100,000 from Terex (formerly Euclid), of Newhouse, Lanarkshire. The vehicles, sold from the stand, were a 72/31 rear-dump, a TS 14 scraper, an 82/40 crawler tractor and a 72/51 rear-dump.

Associated British Machine Tool Makers sold every machine on its stand – total value £70,000. Companies in the group with machines on show are Churchill Machine Tools, J. Parkinson and Son (Shipley) and H. W. Ward, of Worcester. They show a range of capstan and turret lathes and grinding and milling machines. After the contents of the stand were sold another customer arrived and ordered two machines.

A £40,000 contract for six De La Rue automatic banking machines has enabled Banco Industrial de Campina Grande S/A to be the first bank in Brazil to offer facilities for cashing cheques 24 hours a day. Mr. Robin Jones, director of De La Rue's Brazilian subsidiary, said: 'When one bank buys something new you can almost guarantee the others will follow suit. This is really the start of a new phase in Brazilian banking.'

Simon-Vicars Ltd. of Earlestown, Lancs., sold a £13,000 machine for baking wafer biscuits to one of the Argentine's biggest biscuit companies, in Buenos Aires. The machine is a 13-ton, 30 plate wafer oven with Flynn automatic burner system.

A £10,000 Hunter carton-folding and glueing machine was sold to a Brazilian printer and carton maker even before the exhibition opened. Now the manufacturer, Soag Machinery Co. of Brentford, Middlesex, hopes to sell a similar machine which is doing a job for a prospective Sao Paulo customer.

Giddings and Lewis-Fraser, of Arbroath, Scotland, sold for £8,000 the five-ton heavy duty milling and centring endomatic machine that was shipped out from Scotland, Mr. Thomas Mann, Endomatic sales co-ordinator, said: 'In the past we have sold something like £300,000 worth of machines in Brazil and 10 machines in the Argentine.'

Bonas Bros. Weavematic Looms (England) Ltd., of Sunderland, sold five Mark 7 narrow fabric looms to a buyer from Joinville, Santa Catarina State, Brazil, the machines, valued at £7,000, will be used to produce seat belts and military webs.

Matthews and Birkhamshaw Ltd., of Sutton-in-Ashfield, Notts., sold 10 outerwear linking machines to a Sao Paulo company. The machines are valued at £6,000. Mr. A. W. Bone, technical sales representative, said he had been asked to quote for 24 machines worth £14,000. Balding Engineering Ltd., of Norwich, has cracked the Brazilian market at its first attempt and sold every milling machine – £5,000 worth – it brought to the exhibition. Mr. Victor Balding, chairman, said: 'We have every hope of selling 10 or 12 vertical milling machines here in the next two months.'

A Lotus Europas Series II was bought for £4,000 by the Brazilian pop singer Renato Barros. One of the smallest exhibits, the Hilger and Watts isotope fluorescent analyzer, was sold to a major steel company in Sao Paulo. The order is worth about £600. Balfour and Darwins, of Sheffield, sold more than £500 worth of engineers' small tools from the company stand.

GKN's subsidiary F. A. Power Ltd., has received its first order from Frasodan Ltd. and

(*Continued on next page*)

Mr. Anthony Crosland (centre), President of the Board of Trade, who opened the exhibition, shows Deputy Foreign Minister Mr. Jose Pinto (left) the controls of an excavator on display there.

Getting into the right spirit for an aggressive British export drive into the Brazilian market, HE the British Ambassador Sir John Russell tries out a Triumph motor cycle prior to the opening of the British Industrial Exhibition in Sao Paulo.

SAO PAULO EXHIBITION, *continued*

Impeco Import Ltd. for 200 tons of special alloy steel for use in Brazil. Laycock Ltd., another subsidiary, has sold all the equipment, comprising service, analysis and diagnostic apparatus, on its stand.

A Sheffield firm, James Neill and Co., sold all the tools it brought to the exhibition. Mr. D. Parnell, sales manager for Latin America, said: 'Some of our biggest potential customers are yet to come. We are expecting quite a bit of business.'

The Lucas Group of Birmingham has been asked to quote for 500 Halogen car lamps, valued at £7,000.

AEI, which recently sold a £20,000 electron microscope to Brazil's Ribeirao Preto Medical College, is 'confident' of selling another one now, Mr. B. Richardson, a field sales manager, said.

The Brazilian company of the Wiggins Teape Group is to build a £3,500,000 extension to its factory at Pirahy, between Rio de Janeiro and Sao Paulo, it was learned at the exhibition. The extension, for CIA Industrial de Papel Pirahy, will be equipped with Brazilian-made machinery and erected by Brazilian labour. It will produce enough base paper for the local photographic industry to make Brazil self-sufficient in this product and allow Brazil to export base paper to other Latin American countries.

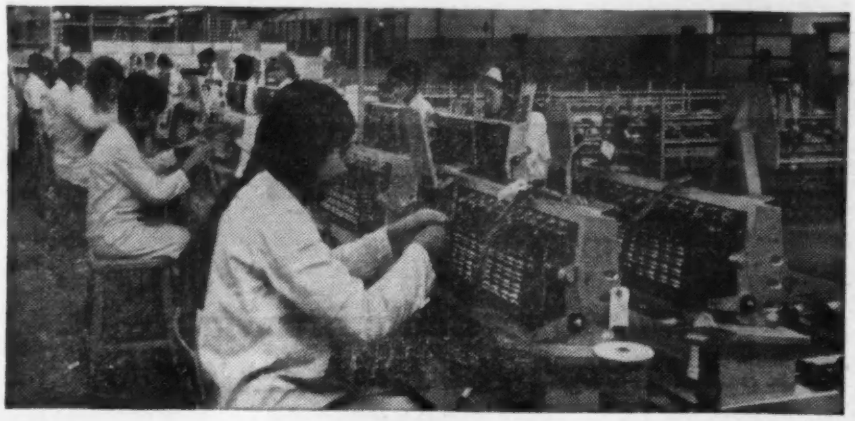
GKN International has set up an international trading operation which could buy and sell complementary components and equipment on a world-wide basis. In Brazil, for instance, the idea is to sell in Brazil and to buy Brazilian engineering products for sale to GKN companies throughout the world.

Yardley International is extending its international cosmetic manufacturing operations to Brazil by setting up a new company, Yardley of London Brasileira SA. The company already has manufacturing arrangements in Mexico, Central America, Colombia, Venezuela and Argentina. The Brazilian company will build a £100,000 plant in Sao Paulo which, said Mr. David Montgomery, regional director of Yardley International, should start producing in early 1970, Yardley's 200th anniversary.

Motores Perkins SA, the Perkins engines group's subsidiary here, plans early expansion of its 1,000-worker factory to keep pace with Brazil's rapid economic growth. Mr. Monty Prichard, the group's chairman and managing director, told a press conference that Motores Perkins was operating at maximum capacity in its 200,000 sq. ft. plant in suburban Sao Bernardo. Motores Perkins produces 18,000 engines yearly. Perkins engines are fitted into 75 per cent of Brazil's farm tractor output and over 30 per cent of its medium trucks. The number of Perkins diesels operating in Brazil is 65,000.

On March 6 British and Brazilian executives discussed Britain's future contribution to solving Brazil's transport problems. British sales of transport equipment to Brazil last year, at £11.5 million, chiefly aircraft, were eight times higher than in 1967. Forty-two per cent of Brazil's investment budget is going into transport, including big road schemes, expanded airport services, improvements in the country's 41 ports and rejuvenation of its obsolete merchant marine.

Thirty British scientific instrument, electrical and electronic engineering firms met Brazilian buyers for a 'technical day' on March 7. The aim is to maintain the upward sales chart, which last year showed a 31 per cent increase in exports of British electrical machinery to Brazil over 1967. Sales of British scientific instruments made an even better showing with a 39.9 per cent increase in 1968. Representatives of 18 British construction companies met Brazilian buyers, who said they welcomed British equipment that would lead to increased productivity.



Some of the world's most advanced telephone equipment and systems are being shown by the Plessey Company at Sao Paulo. These include the Plessey 5005 Crossbar telephone exchange system, for the manufacture of which Plessey's Brazilian subsidiary was recently extended. Already contracts for 5005 Crossbar worth approximately £4 million have been received for installations in Santos and also in 19 cities in the State of Sao Paulo. Picture shows manufacture of Plessey 5005 Crossbar telephone exchange equipment being carried out at the company's Brazilian subsidiary Plessey-ATE Telecommunicacoes Ltda., in Sao Paulo.

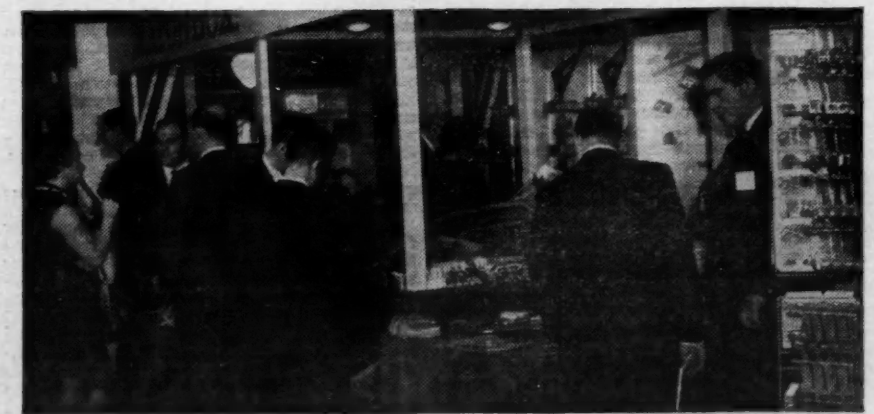
Montreal Fair results point to expanding market for British toys

A report from the British Government Office, Montreal

THE 29th Annual Canadian Toy Fair, organized by the Canadian Toy Manufacturers' Association, was held from February 23 to 28 in the Concordia Hall, Place Bonaventure, Montreal. One hundred and three members of the Association exhibited in this fine show place, part of a new, extremely modern complex of retail shops, exhibition space, market-type show rooms and offices all surmounted by a first-class hotel.

The 200,000 sq. ft. Concordia Hall was partitioned into two roughly equal parts and the Toy Fair, showing only to the trade, ran concurrently with the International Boat Show which was open to the public.

Twenty-nine British manufacturers were the only non-Canadians to exhibit under a bi-lateral arrangement between the British Toy Manufacturers' Association and the organizers. Three of the British firms – all smaller manufacturers – were represented by Humpty Dumpty Export Ltd. The following firms who attended last year again exhibited: Allan Industries Ltd.; Auto Models Ltd.; Cassidy Brothers Ltd.; The Chad Valley Co. Ltd.; Cynat Products Ltd.; Dol-Toi Products (Stamford) Ltd.; A. E. Dorsett (Almar Dolls); Lone Star Products Ltd.; Meccano Ltd.; Mettoy Playcraft (Sales) Ltd.; Porth Textiles Ltd. They were joined by Kiddicraft Ltd.; N. & R. Green Ltd.; Leco Toys



British toys and games attract buyers visiting the Canadian Toy Fair in Montreal.

Ltd.; Lesney Products & Co. Ltd.; Letraset Ltd.; W. Martin and Co. Ltd.; Mayplay Creations Ltd.; Murray Sales and Service Co. Ltd.; Newfeld Ltd.; Philips Electrical Ltd.; Philmar Ltd.; D. Sebel & Co. Ltd.; Sewell and Seager Ltd.; Trendon Ltd.; and Yew Tree Manufacturing Co. Ltd.

The British combined exhibit was, once again, the most attractive of the fair. The open-plan design created by the Central Office of Information contrasted favourably with the closed booths of most Canadian manufacturers. The British exhibit was well sited under the North Mezzanine and a good proportion of the 1,400 buyers who visited the fair saw the British merchandise.

Whilst the numbers of buyers visiting the fair were fewer than in 1968, the main ones were there. Lines Brothers who manufacture some of their products in Canada and who exhibited apart from the British group, except for the Meccano (Dinkey) stand, claimed that they wrote more than twice as many orders during the fair as they did at the 1968 fair – and that was a record. Mettoy Playcraft (Sales) Ltd., introduced some 12 new models in their Corgi and Husky ranges. Also, they showed, for the first time in Canada, their Corgi Rockets and Qualitoys Robust Toy Trucks. They reported a most successful fair. Lesney Products & Co. Ltd., who opened a subsidiary in Canada at the beginning of the year, booked orders totalling more than half their entire sales to Canada, through agents, in 1968. They introduced over 40 new products including a motorized motorway and presented their miniature cars in a new blister pack. The British group of exhibitors declared themselves satisfied with their participation at the fair and all but one said that they propose to return in 1970.

The devaluation of sterling together with the British preferential Customs tariff make British toys extremely competitive in Canada. The high quality of the merchandise, much improved packaging and a vigorous sales policy have resulted in a market expanding at over 20 per cent per annum. Pointers from the fair suggest that this trend will continue.

Focus on sales at Amsterdam Motor Show

From the British Embassy, The Hague

THE R.A.I. Motor Car Show, which occupied all of the R.A.I. Exhibition Building, Amsterdam, from February 13 to 23, was opened by the Minister of Housing and Physical Planning, Mr. W. F. Schut. One interesting observation made by the Minister was that Dutch motorists are now spending almost as much on their cars as they do on their homes. The only new model in the Show was the Ford Capri (made in Cologne) and the main emphasis of the exhibition seemed to be on increasing sales rather than making motorists more design-minded, as was the case at previous R.A.I. motor shows over the last few years.

There were nevertheless some spectacular displays, like the Austin 1800 Mk. II and the Morris 1300, which while on revolving stands would fold away sectionally to show the constructional details. Several other British models were shown in the Netherlands for the first time:

- The Rover 3500, with front seats head rest attachments;
- The Bond Equipe Mk. II, with a polyester body, showing a much improved finish compared with 1967;
- The Jaguar XJ 6, with body lines further adapted from the 420G model;
- The Lotus Europa especially adapted for the continental market;
- The Wolseley and Riley 1300 Mk. II, and the Wolseley 18/85, adapted from the Austin/Morris 1300 and 1800 respectively;
- The Triumph TR6, with a 2.5 litre petrol injection engine.

The incorporation of British products into German cars was apparent on the Opel stand where an Opel Rekord with a 58 h.p. Perkins diesel engine was featured.

The various importers of British cars spoken to were more than satisfied with the number of inquiries received for their products, and anticipated good sales prospects. Sunbeam and Austin received some free television publicity as at the time Andrew Cowan and Paddy Hopkirk made appearances on the respective stands, the former for winning the London-Sydney Marathon Race with a Sunbeam-Hunter, the latter for finishing in second place with an Austin 1800 (Hillmans are Sunbeams in the Netherlands).

The British Ambassador, accompanied by the Counsellor (Commercial), First Secretary (Commercial) and H.M. Consul in Amsterdam, visited the Show on February 14.

A noticeable selling feature throughout the exhibition were the blocks of sales interview booths on the various stands accommodating 2 to 3 people. At the previous shows there were only a few of these.

The forecast is that the car population in the Netherlands will double from 2 million to 4 million by 1975 and the tendency to concentrate on sales as against featuring technical details of new models may be even more marked at future R.A.I. car shows.

Successful first joint venture at Miami Boat Show

A report from the British Consulate, Miami

THE 28th Annual Miami International Boat Show took on a new look when presented for the first time at the Miami Beach Convention Hall from February 21 to 26. It was also the first Board of Trade joint venture at this show where 15 British manufacturers exhibited a wide variety of marine products under the sponsorship of the Federation of Sussex Industries.

While the move from the former Dinner Key location was a break from tradition as the Convention Hall has no floating display of boats, the hall's 275,000 square feet of exhibition space was over-subscribed months before the show opened. The Convention Hall consists of two large adjoining halls at ground level, one of which is new – having only been completed in time to house the 1968 Republican Party Convention.

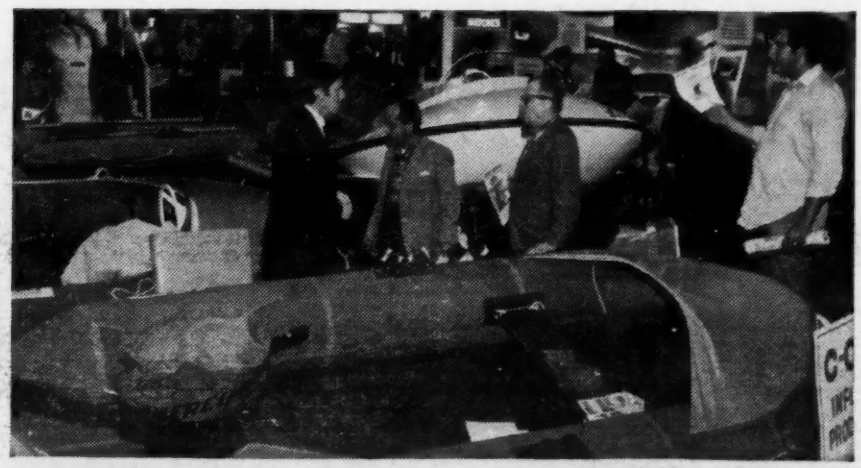
Although the change of location was considered by some to be a gamble on the part of the organizers, any doubts which exhibitors may have had were dispelled when an estimated 3,000 people poured through the turnstiles in the first 12 minutes on opening night. Total attendance for the event broke all records at 251,792. Most of those attending were local boating enthusiasts, but vacationers to the area from all sections of the United States and Canada, the Bahamas and the Caribbean Islands helped boost the record attendance that exceeded last year's figure by more than 42,000.

A diverse display of some 500 boats was open for inspection from the smallest prams, inflatables, whalers, sailboats and powerboats to luxury cruisers and large houseboats. More houseboats were in evidence than in previous years. Acclaimed the 'Queen of the Show' was a 55 foot aluminium houseboat by Seagoing Boats of Florence, Alabama, displayed fully furnished and powered by twin 'Perkins' diesel engines. All the leading manufacturers of pleasure craft had examples of their most popular models – such firms as Bertrams (Whitaker) Chris-Craft, Hatteras, Huckins, Matthews, Owens, Pacemaker and Thunderbird.

Many more of the over 300 exhibitors displayed a wide variety of every conceivable marine product, including electronic equipment, nautical instruments, petrol and diesel engines, inboard and outboard motors, hardware of every description, masts, davits, water-skis, fishing equipment and fishing seats. There was a profusion of fair and foul weather apparel, footwear, hats, ties, etc.

The foreign competition was small (some French, Swedish and Dutch products were in evidence) which gave greater emphasis to the British joint venture. While the first British display occupied only 1,500 square feet of space, their products were well received and the exhibitors were sufficiently pleased with the results to wish to return next year.

While next year's show will again be presented at the Miami Beach Convention Hall, the dates have not yet been announced. The opening date will probably be February 20, which would allow time for exhibitors to transport their exhibits from the National Boat Show in New York.



Visitors to the Miami Boat Show inspect some of the British exhibits on view.

British do lively business at Frankfurt

A report from the British Consulate-General, Frankfurt

THE FRANKFURT International Spring Fair, which took place from February 23 to 27, once again attracted a very strong British participation in almost every section of goods on display.

87,000 trade buyers

This was the biggest ever Frankfurt Spring Fair in terms of exhibition area and numbers of exhibitors and trade visitors. The net exhibition space rose to 95,700 square metres and there were 2,888 direct exhibitors, including 707 from 36 foreign countries. Ninety direct exhibitors from Britain, together with a further 19 British companies represented through agents, constituted the third largest contingent of foreign firms. 87,000 trade buyers visited the fair including 11,000 from foreign countries. The usual wide range of goods including carpets, textiles and furnishing fabrics, furniture, china and glassware, jewellery, fancy goods and gift articles, handicrafts, stationery and office supplies, smokers' requisites, pianos and other musical instruments, toilet articles and cosmetics, and shopfittings were on display.

British participants exhibited carpets, pianos and other musical instruments, stationery and office supplies, a wide range of fancy goods and giftware, china, textiles, furniture and furnishing fabrics. In collaboration with the respective trade associations, the Board of Trade mounted no less than five joint ventures showing carpets, pianos, musical instruments, stationery and office supplies, and fancy goods and gift articles. The British Ambassador to the Federal Republic of Germany, Sir Roger Jackling, and HM Consul-General at Frankfurt, Mr. A. H. Ballantyne, toured all five joint venture groups. In addition, the British stationery joint venture was visited by the Federal Economics Minister, Dr. Schiller, on the opening day.

Overcoming tariff barriers

The showpiece of the fair was undoubtedly the display of carpets in Hall 5 where the standard of design and display was very high indeed. A particular attraction for foreign buyers was the spacious and well-designed group of British stands on which the joint venture exhibitors showed a full range of carpets with the newest as well as traditional designs. British companies reported excellent results, with the emphasis as usual on business with the EFTA countries (particularly Scandinavian buyers). Some British companies overcame high tariff barriers to win orders from the Federal Republic of Germany, who were mainly interested in Axminster bedside rugs. A new feature this year was the strong interest shown by Italian buyers, particularly in Wilton squares. There was a general trend this year away from plain colours towards both floral and contemporary geometrical designs in bright contrasting colours. The excellent business achieved by British manufacturers has amply demonstrated the ability of the British carpet industry to maintain its fine export record in the face of fierce competition.

British piano manufacturers, displaying a full range of upright and grand pianos, were outstandingly successful and estimated that orders booked were 50 per cent higher than at the 1968 Spring Fair. Two companies had achieved even better results and had doubled the orders taken at last year's event, and one of these reported business running into six figures. The fine craftsmanship, excellent tonal qualities and competitive prices of British pianos drew buyers from the EFTA countries and the EEC (particularly France and the Federal Republic of Germany) as well as from further afield. As a result of their successes at the Spring Fair, British piano manufacturers look well set to improve upon their already impressive record of exporting nearly 50 per cent of their production.

High orders for musical instruments

The British musical instruments joint venture, showing everything from electronic gadgetry for the 'pop scene' to woodwind and stringed instruments for the symphony orchestra, were well satisfied with orders booked, which were generally higher than in 1968. British exhibitors reported excellent business with EFTA countries as well as good orders from the EEC (particularly from German buyers). One company had won over £100,000 worth of orders, mostly for its amplifiers and percussion instruments. Another reported inquiries from 45 countries and firm orders to the value of £25,000 for its sound-linked lighting units. New developments this year included electronic percussion units, sound-coupled lighting effects and a miniature electronic organ which was shown on one British stand and aroused considerable interest. Results at this fair have confirmed that Britain's leading position in the world of 'pop' music is closely linked to a vigorous and competitive industry in instruments and accessories.

(*Continued on next page*)

Prof. Dr. Schiller, Federal Economics Minister, watches Mr. A. Ross of Letraset Ltd. demonstrate one of his company's dry transfer processes during the Minister's visit to one of the British stationery joint venture stands.

Left: HE the British Ambassador Sir Roger Jackling (standing left) visits one of the British giftware stands. Right: Sir Roger examines some of the British musical instruments on display. On the right of the picture is Mr. M. Woolf, president of the Association of Musical Instrument Industries.

BRITISH DO LIVELY BUSINESS AT FRANKFURT, *continued*

The British stationery and office supplies joint venture group has become an established feature at this fair and exhibitors in this group again repeated their successes of previous years. Business with the EFTA countries (particularly with Scandinavian buyers) was brisk and some companies had also surmounted high tariff barriers to win EEC business (especially from the Federal Republic of Germany and Italy). Orders were also booked with the United States, Spain and Greece. British companies selling pens, stationery and domestic paperware seem to have been particularly successful, and even newcomers to this joint venture group were encouraged by the results of their first effort to sell at Frankfurt.

Although this was only the second time that they have exhibited under the joint venture umbrella, British manufacturers of fancy goods and gift articles have been established at the Frankfurt Spring Fair for many years. Their experience and knowledge of market requirements once again brought excellent results in the form of substantial orders, and indeed one company estimated that it had taken more than £20,000 worth of orders at this event. As usual, business with EFTA countries was very good and orders from the EEC countries were encouraging. Some companies in this group also reported business with North America and the Middle East. There were a number of independent British exhibitors in the fancy goods and gift articles sector and they too, as well as the independents exhibiting chinaware, furniture and furnishing fabrics, had achieved good results.

British Information Stand

Staff of the British Consulate-General once again manned the official British Information Stand and dealt with a stream of inquiries on commercial matters and tourism. The increased interest shown in holidays in Britain was a notable feature. This information stand is a very useful contribution to the British commercial effort at this fair, and often served to put inquirers in touch with British exhibitors.

British exhibitors at the Frankfurt Spring Fair have once again demonstrated their ability to mount a virgorous and successful marketing and sales campaign in the face of keen international competition. Business with third country markets, always the mainspring of Britain's efforts here, showed a considerable improvement on last year but it was especially heartening to hear of British companies taking advantage of the Federal German Government's 4 per cent reduction in import turnover tax to record an impressive increase in their sales to this market.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30. Mondays to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143).

Preparations for British Week Vienna gain momentum

WITH seven months to go, preparations for British Week Vienna (October 10 to 18) are well advanced. Already nearly 1,600 British firms have indicated that they will take advantage of this opportunity to gain a stronger foothold in the Austrian market where the demand for quality manufactured goods such as Britain produces is rapidly increasing and where the advantages of virtually no import tariffs under EFTA give excellent prospects of a further developing trade.

A British Week Office was set up by the British Weeks Directorate of the Board of Trade last spring under the directorship of Mr. John S. Peskett, who was director of the British Week in Brussels. The intensive series of shop visits undertaken by the commercial staff from this office has resulted in considerable interest by the retail stores in the target area and also by 30 branches of the Konsum Co-operative chain throughout the city. The Viennese press and radio is showing a keen interest in the Week as the publicity drive gets under way, and the publicity section of the British Week Office has been augmented by the appointment of a Viennese assistant. A series of trade missions to Vienna has been arranged by the BNEC/ECE and various individual buyers are being invited to Britain by them, in addition to inward missions arranged by trade associations.

The group of Centrepiece displays will be housed on two floors of the Kuenstlerhaus. It will include an 'Inventive Britain' section showing a series of lively displays of British advances in science and technology; a Council of Industrial Design display featuring about 350 products – the CoID will also be showing a series of modern room settings; traditional room settings arranged by the British Furniture Manufacturers Export Club; a combined carpet display organized by the Tufted Carpet Manufacturers Association and the Federation of British Carpet Manufacturers; and a consumer durables display sponsored by the BNEC/ECE and the Board of Trade. There will also be a consumer durables display by the Sheffield Export Club; a photographic exhibition called 'Assignment History' by Ilfords, which represents 100 years of press photography; a BBC information stand; and a display of newspapers and periodicals arranged by the Central Office of Information. It is also hoped to include an exhibition of stamps by the GPO and an art exhibition.

One of the most important events will be a series of spectacular fashion shows staged by the Clothing Export Council on behalf of the Board of Trade, held in the Intercontinental Hotel Ballroom. Burberry's are to stage their own fashion show on October 14.

On the cultural side the BBC Concert Orchestra will give two performances in the Konzerhaus, both of which will be transmitted live to Britain, and the Royal Ballet will give performances in the Opera House on October 10, 11 and 12. Prospect Productions will be giving performances of Shakespeare – including 'Richard II'. There will also be a number of art exhibitions including one called 'Marks on Canvas' comprising paintings by the younger generation of British artists in Vienna's 20th Century Gallery and an exhibition of modern sculpture from the private collection of Mr. G. G. Bunzl. There will be military bands, British police and many other supporting events are under negotiation.

A further attraction will be the Viennese Festival of Foreign Music which coincides with the British Week and this year will feature British music with appearances by the Purcell Consort; composers Thea Musgrave and Richard Rodney Bennett; and music critics William Mann and Andrew Porter.

BBC competition for Austrian listeners

THE BBC GERMAN LANGUAGE Service is providing a build-up to the British Week in Vienna through a special competition for its listeners in Austria. Prizes (of AS 5000 and AS 2000, with ten consolation prizes of AS 100) will be be in the form of vouchers to be exchanged for British goods available in Vienna shops during British Week.

Listeners will be invited to write up to 300 words on the general subject of 'Britain'. It is hopes that the breadth of the subject will encourage listeners to send in any individual opinions or suggestions they may have – it does not matter whether they have visited Great Britain or not – and that the competition will therefore be in effect a form of listener reseach.

The BBC German Language Service will broadcast a programme incorporating the best entries for the competition, and prizes will be awarded in good time so that winners will be able to exchange vouchers in the shops in Vienna during British Week.

Support by the Vienna Transport Department

DURING the British Week, tramcars will play an important role. Thanks to the support of Vienna's Transport Department, more than one third of all the city's trams – the fleet boasts 1,150 vehicles, traversing more than 370 miles of rails – will fly the Union Jack. This means that every tram which runs through or touches upon the target area will be advertising British Week.

An additional feature of the Week, and one which is sure to attract considerable attention, will be the formal handing over of a 1934 Vienna tram to an English tramway museum. Thanks again to the wholehearted support of the Tramway Department, this ceremony, due to take place this spring, has been postponed until October and British Week. It is hoped that the tramcar will be formally presented by Buergermeister Marek and received by HE Sir Anthony Rumbold, British Ambassador to Austria, at a ceremony outside the famous Vienna Staatsoper.

Work has already begun on the construction of an underground in Vienna as the only solution to congestion in a city which is a museum of fine old buildings. This development does not, however, signal the close of the tramcar age. Many trams will be retained when the underground is complete and some will, like the U-Bahn trains, run below ground. Indeed this process has already begun, with trams running underground through varous districts.

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Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Sir Peter Garran, HM Ambassador in The Hague, looks at British cars on show at the RAI Motor Car Show, Amsterdam (see page 775).

HM the Queen was told of over £300,000 worth of European orders for a British foam vinyl floor covering, 'Cushionflor', during a visit to the Carpex exhibition on February 25. In the picture, Mr. Willis Roxburgh (third from left), group managing director of Nairn and Williamson (Holdings) Ltd., the manufacturers, shows Her Majesty Nairn pattern-dyed carpets. Also pictured, left to right, are Mr. R. Wilson, Nairn-Velmar; Mr. Harry Duckles, Nairn Foors, and Mr. J. D. Birkin, general manager, Nairn Floors.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

Portable welders for Prague Exhibition

A NEW and comprehensive range of portable electric and argon arc welders is to be shown at the 'British Engineering Days' exhibition in Prague (March 24-28) by Lyte-Arc Welders Ltd., Haywards Heath, Sussex, a division of the Stow Electronics Group of Companies. The London Chamber of Commerce, in collaboration with the Board of Trade, is organizing this event as a special promotion under the Board's joint venture scheme.

The range includes the recently developed L220 welder featuring the latest advance in the production of aluminium foils and strips for electrical windings and has dual open circuit voltage tappings giving a choice of 32 current settings.

The company will also be exhibiting special attachments for the L220 designed to enable it to be used economically as an argon-arc welder. These include a unique arc initiation by solid state spark starting device, claimed to be the first of its kind made in Britain.

Southern's recorders at New York show

AT THE International Electrical and Electronics Engineer Exhibition in New York (March 24-27), Southern Instruments Limited is showing four of its latest ultra-violet oscillographic recorders as well as a range of DC amplifiers and transducer conditioning equipment. (The Board of Trade, in collaboration with the Electronic Engineering Association, is organizing a joint venture of British companies at this event.)

Heading the company's display is the new series 10-400, designed with the $30 million United States market in mind. This instrument is prominent in Southern's drive to gain £2 million worth of United States recorder sales within three years. It features modular construction giving immediate access to any sub-unit, provides up to 25 recording channels and 12 paper speeds (4000 mm/sec. max), and employs i.c. modules for the timer system.

QVF in Gothenburg

THE Stoke-on-Trent chemical engineering firm of QVF Limited will be displaying acid-proof glass laboratory drainline at Gothenburg, Sweden, from March 20-27. They believe there is a particularly high sales potential for this in Scandinavian markets.

Mr. P. P. Jaram, QVF managing director, said: 'The Gothenburg exhibition – "VVS Massan '69" – is an international fair which attracts buyers from all over Scandinavia. The drainline that we shall be showing has been exported to many parts of the world and is installed in large hospitals and laboratories in France, Germany, Italy, New Zealand, South Africa, Switzerland, Thailand and the United States, as well as throughout Britain.'

Malmö Motor Show exhibit

P. MITCHELL AND CO., a subsidiary of Scholefield, Goodman and Sons, are promoting an exhibition at the forthcoming Motor Show in Malmö, Sweden, which opens on March 23 and closes on March 30. At this exhibition they will be showing products manufactured by nine companies on behalf of whom they are already exporting successfully to the Scandinavian market and other parts of Europe. P. Mitchell & Co. specialize in the field of export management and represent several British manufacturers, specializing in automotive part and accessories and motor cycles and motor cycle equipment.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Windsor Look success at Imbex

'THE BRITISH Menswear Guild's launch of the Windsor Look has been an unprecedented success as far as sales are concerned,' said Mr. R. P. Mitchell, guild director, at the end of IMBEX. Many of the guild's 19 members claim record business at 1969 IMBEX, and all report tremendous enthusiasm from overseas buyers for the Windsor Look and the guild's promotional colours.

For example, Aquascutum Limited claim higher orders for the autumn than they have ever taken before from all over Europe, particularly Italy and Portugal, as well as from the United States, Japan and Australia. Richard Atkinson & Co. Ltd. report that 70 per cent of the business done at IMBEX has been with overseas buyers, particularly from Cyprus, Canada, Scandinavia and most European countries.

Chester Barrie report gratifying interest from customers in garments reflecting the Windsor Look, and buyers from the United States have shown particular interest in their royal scarlet shooting jacket, while Bonsoir's sales director, Richard Lawson, claims record orders have made this year's IMBEX the most successful ever.

Byford's report considerable interest in knitwear from the Windsor Look fashion show, particularly from the United States, and Church & Company opened new accounts in Holland, Italy, Sweden and Portugal at IMBEX and have received considerable inquiries for shoes featured in the guild fashion show.

Le Roi Menswear have had their busiest and most successful IMBEX ever, and are particulary gratified with excellent orders from South Africa, Switzerland, Scandinavia, Germany and Eire.

Finally, Phillips & Piper, who recently announced a 50 per cent increase in their export sales in the last three months, described IMBEX as a 'roaring success'. They have received several inquiries from Spain, Portugal and the Netherlands as a direct result of the Windsor Look show, and anticipate a record year as a result.

British menswear in New York

A report from the British Consulate-General, New York

CONCLUDING a three-week sales trip to the North American market which took them to Montreal, Chicago and New York, 14 British clothing manufacturers recently showed a comprehensive range of menswear from Britain at the Warwick Hotel during New York's market action week. Comprising leading manufacturers and including several members of the British Menswear Guild, the group took part in a collective sales display sponsored by the Clothing Export Council of Great Britain under Board of Trade joint venture terms. The CEC was represented by Mr. E. John Sarsfield, menswear merchandiser, who made the arrangements for the group's visit with the assistance of the British Trade Development Office in New York.

Opening their display in the heaviest snowstorm in years, which blanketed New York in over a foot of snow and prevented many buyers from getting to the mid-town Manhattan hotel, the group sold well to those who braved the elements. Despite the bad weather, some substantial business was concluded, holding promise for further buying during the coming weeks when members of the group would be showing to overseas buyers at Imbex, London, and at NAMSB (National Association of Men's Sportswear Buyers) show in New York, March 16-19. For this latter event, which attracts more than 8,000 menswear buyers from all over the United States, a strong British contingent of 30 manufacturers is expected.

Over the past two to three years menswear exports from Britain to the American market have substantially increased, largely as a result of the growing participation by British clothing manufacturers in trade shows and sales displays held in the United States. The Clothing Export Council, the British Menswear Guild, and the Board of Trade with the assistance of the overseas commercial services in the United States have done much to encourage this participation in trade events in major American cities. Plans are already being laid for further group visits to the American market over the next 12 months and British menswear manufacturers wishing to take part are advised to get in touch with their appropriate trade organization, or with the Board of Trade offices, as early as possible.

Opportunities for exports of men's clothing to the United States lie principally in good quality, well-styled outerwear, rainwear and men's furnishings. The market, however, requires careful attention to styling, choice of fabrics, pricing and delivery performance. Firms seeking market information should direct their inquiries in the first place to the Export Services Branch or Regional Offices of the Board of Trade.

British Textile Week for Hamburg

FROM September 26 to October 4 the British wool textile industry is to stage an important sales promotion in Germany, where preparations are being made by the National Wool Textile Export Corporation for a Britisn Textile Week to be held in Hamburg.

Focus of the Week will be on British wool cloth in length or garment form, and many department stores and shops in the city will be putting on special displays of these goods, together with associated merchandise. A British military band, Scots pipers, London buses and bobbies will provide a typical British atmosphere. A competition for the general public is also being arranged.

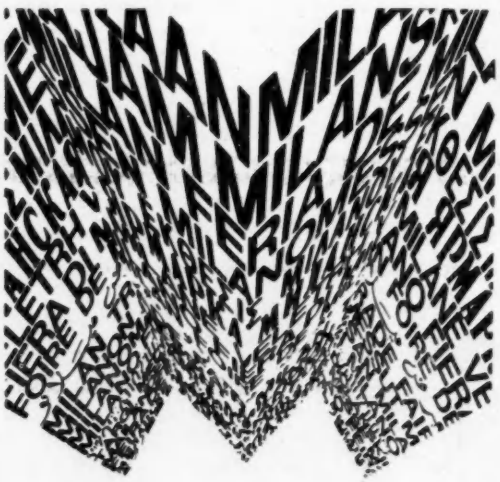
The Week is being given official support by the Board of Trade and the Foreign Office and strong backing by the Hamburg city authorities. The latter have welcomed this initiative by the British wool textile industry, which is one of the largest exporters to Germany. In 1968 its exports to this market were £7.3 million sterling, compared with £6.1 million the previous year. British wool cloth sales to Germany rose from 4.3 million sq. yds. in 1967 to 4.9 million sq. yds. in 1968.

'Blood Service' Exhibition in Moscow

THE BRITISH Hospitals Export Council is collaborating with the Board of Trade in a joint venture at an exhibition entitled 'Blood Service' to be held in Moscow from August 16 to 24. The exhibition is being arranged by the USSR Chamber of Commerce, to take place simultaneously with XII International Congress on Blood Transfusion at Moscow University.

The BHEC, 24 Nutford Place, London W1H 6AN, (Mr. B. J. Sharp, Tel. 01-262 2641) has a list giving technical descriptions of the types of products which the Soviet authorities would like to see displayed. Any firm interested in exhibiting should approach the BHEC for this list and for an application form. There is no specific ban on the display of products *not* included in the list, but any firm wishing to exhibit such products should first contact the Board of Trade, Trade Fairs Branch, 1 Victoria Street, London, S.W.1 (Mr. J. R. Schaffer, Tel. 01-222 7877, Ext. 2785) which will in turn seek advice from the Soviet authorities on the suitability or otherwise of the products suggested.

The closing date for application is March 31. All exhibitors will be entitled to the benefits of the Board of Trade's joint venture scheme.



Milan Trade Fair

12 days of general trade fair

200 days of specialized trade shows

An unequalled international success with the following overall results for last year: 34 specialized trade shows as well as the general trade fair □ over 20,000 exhibitors □ 956,800 sq. yds. of built-up display area □ 89 countries sending exhibitors □ 65 countries officially participating □ 4 million visitors from 132 countries of all continents.

Plan a visit to Milan Trade Fair between 14 and 25 April next. And another to the trade show that specializes in your line of business.

Book ahead for the Milan Fair Advance Catalogue. Issued on February 1st it lists 80% of all exhibits. Its English, French, German and Spanish indexes make reference easy for international businessmen.

Visitors' Cards and information may be obtained from: Segreteria Generale della Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 31 Old Burlington Street, London W. 1 ☎ 01-734 2411

Snap! Alitalia goes automatic in London and Rome

In Rome Alitalia is operating one of the world's most up-to-date cargo terminals, computerised, fully-automated and with a throughput of 500 tons a day.

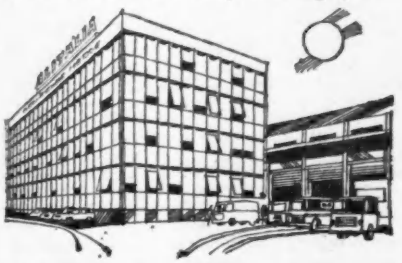
Now Alitalia goes automatic in London as well.

The new cargo centre at Heathrow has 54,000 sq. ft. of office and warehouse space with an initial throughput of 25,000 tons of cargo a year and 80,000 tons ultimately.

It's equipped to handle cargo from all Alitalia aircraft, using the same facilities for export and import consignments.

This cuts duplication and minimises delays in the handling and transfer of cargo.

Heathrow has a maximum of eighteen reception points for cargo and like Rome it's equipped with pallet pits designed to accommodate 8'x 8'x 10' Inter-Modal Containers and the standard I.A.T.A. international pallets and containers carried by Alitalia DC-8F and DC-9F all-cargo jets.



There are two more centres planned, in New York and Milan, to complete the network.

Alitalia jets are flying a million miles a month to 90 cities in six continents.

They serve the keypoints of the world.

And Alitalia is opening up more all-cargo services every year.

Flying your freight Alitalia makes sound economic sense.

Alitalia keeps your cargo ahead.

ALITALIA CARGO SYSTEM

Built from the ground up

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

Sierra Leone

BRITAIN HAS offered a loan of up to £1.8 million to the Sierra Leone Government towards the cost of constructing a new road between Taiama and Bo in the Southern Provinces. The actual amount of the loan will depend upon the value and the sterling content of the contract awarded. The loan will be for 25 years on interest-free terms with no repayments for the first two years.

This project will form part of a major road development programme planned by the Sierra Leone Government. The consultants for this project are a British firm.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Room 336, 1 Victoria Street, London, S.W.1, quoting reference CRE 24099/G (Tel. 01-222 7877, Ext. 3064).

Fiji

THE MINISTRY OF OVERSEAS DEVELOPMENT is making a grant of £350,824 to Fiji for reconstruction and sealing of the principal highways. The grant will almost complete a scheme begun in 1965.

Two stretches of road totalling 14 miles are being rebuilt, linking Ba to Tavua and Lami to the capital, Suva. The Ba-Tavua road links the densely populated North-west of Viti Levu with the capital. The Vuda bridge is also being completed.

The total cost of the highways scheme, which is expected to be completed by March 1970, will be £1,510,000, to which Britain is contributing a total of £1,200,000 from Colonial Development and Welfare funds. The remainder of the cost is being met by the Fiji Government.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Room 336, 1 Victoria Street, London, S.W.1, quoting reference CRE 18058/G.

Mr. J. C. G. Wegerif (right), managing director of the Bentley Engineering Group, signs a £2¼ million contract for Bentley-Cotton full-fashioned knitting machines, to be supplied to Poland by Wm. Cotton Ltd., Loughborough. Signatory for Poland was Mr. K. Zablocki (left), director in charge of purchasing (textile machinery), Metal-export, Warsaw, where the contract was signed. The contract which follows successful installation of Bentley Group knitting machines in Poland over the last two years, is said to be the largest order for knitting machinery ever placed by Poland in the United Kingdom.

Italy and Pakistan

THE ITALIAN Minister for Foreign Trade has announced in a circular dated December 27, 1968, that the trade agreement between Italy and Pakistan dated January 10, 1961, has been tacitly extended to January 9, 1970.

All inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467, 466, 482).

Italy and Portugal

THE ITALIAN Minister for Foreign Trade has announced in a circular dated December 30, 1968, that the trade agreement between the two countries signed on March 4, 1961, has been extended for a further year from January 1, 1969, unless denounced by either party on three months' notice.

List of goods (which are similar to these in the original agreement) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467, 466, 482).

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (the price of these varies – See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

ARGENTINA

Bulletin 47/69

SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRES:

*15s. **Terminal Boxes.** March 27. E.S.B. 10182/69/J.

*17s. **Fuse Carriers; Lightning Arresters.** April 1. E.S.B. 10178/69/J.

*12s. **Light Fittings.** April 1. E.S.B. 10179/69/J.

*48s. **Analytical and Recording Equipment.** March 27. E.S.B. 10180/69/J.

HIDRONOR S.A. LEANDRO N. ALEM:

Gates and Screens for Power Station. E.S.B. 9898/69/J.

AUSTRALIA

Bulletin 43/69

STATE ELECTRICITY COMMISSION OF VICTORIA:

*27s. **Junction Boxes.** March 31. E.S.B. 9562/69/J.

POSTMASTER-GENERAL'S DEPARTMENT:

*6s. **Receiver Inserts and Parts.** April 22. E.S.B. 9561/69/J.

Bulletin 44/69

HYDRO-ELECTRIC COMMISSION:

*22s. **Pole Erectors and Borers,** (Further Information.) E.S.B. 9323/69/J.

Bulletin 46/69

DISTRICT CONTRACT BOARD:

*10s. **Die Bonder.** April 9. E.S.B. 9873/69/J.

STATE ELECTRIC COMMISSION OF VICTORIA:

Reprographic Equipment. April 21. E.S.B. 10126/69/J.

NABALCO PTY. LTD.:

Construction Project – Air-conditioning and Mechanical Services. April 1. (Pre-qualification.) E.S.B. 10174/69/J.

PUBLIC WORKS DEPARTMENT, TASMANIA:

Mechanical Services. April 2. E.S.B. 10158/69/J.

Lift Services. April 2. E.S.B. 10160/69/J.

Thermal Fire Alarms. April 2. E.S.B. 10161/69/J.

Bulletin 47/69

Electrical Services. April 2. E.S.B. 10159/69/J.

Switchboards. April 2. E.S.B. 10162/69/J.

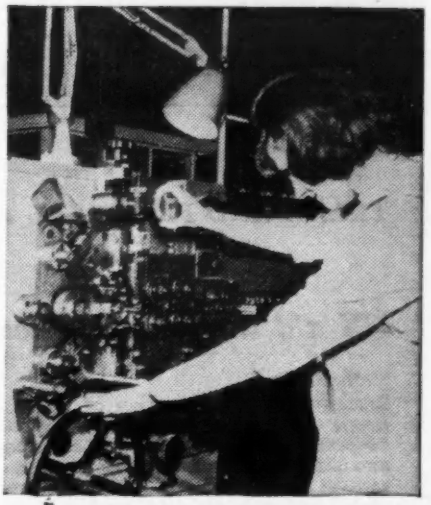
TOWN CLERK, WAVERLEY COUNCIL:

*3s. **Construction of Refuse Incinerator.** April 28. E.S.B. 10611/69/J.

Bulletin 48/69

IPSWICH CITY COUNCIL, QUEENSLAND:

Sewage Treatment Equipment. Closing date not stated. E.S.B. 10607/69/J.



Clarkes (Redditch) Ltd., manufacturers of springs and pressings, are building up a sizeable export market on their new Enfield Industrial Estate factory, Redditch. Consignments of coil springs, door catches and plate hangers are being regularly despatched to Canada, Australia, New Zealand and the Continent. Picture shows an operator completing an export order for Canada using a Bennett's double action spring coiling machine being tested for the Ministry of Technology.

BELGIUM

Bulletin 44/69

SHAPE:

*Telegraph Equipment. April 15. E.S.B. 9814/69/J.

BOLIVIA

Bulletin 47/69

LINALE & WEISS:

Telecommunications Scheme, (Advance Information.) E.S.B. 10176/69/J.

BRUNEI

Bulletin 45/69

CONSULTING ENGINEERS BINNIE AND PARTNERS:

Centrifugal Pumps and Accessories. April 1. E.S.B. 9846/69/J.

Bulletin 46/69

PUBLIC WORKS DEPARTMENT:

Vehicles. April 1. E.S.B. 10167/69/J.

BURMA

Bulletin 44/69

MYANMA EXPORT IMPORT CORPORATION:

*3s. **Pipes.** April 15. E.S.B. 9738/69/J.

*5s. **Valves.** April 19. E.S.B. 9741/69/J.

*7s. **Asphalt; Builders' Hardware.** March 31. E.S.B. 9737/69/J.

IRRIGATION DEPARTMENT:

*4s. **Electrical Supplies.** March 31. E.S.B. 9739/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35, Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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Working on two Gallant 53 yachts in the yards of Southern Ocean Shipyards Ltd, Bournemouth. The Gallant 53 is said to be the largest series-built glass fibre yacht in the world, and one of them was awarded the Lloyd's 'Best Boat of the Year' trophy for 1968. Altogether, 16 Gallants are either afloat or on order for completion between now and early 1971, 12 of them representing export orders worth about £425,000. Gallant 53 is a luxury ocean-going cruiser-racer with accommodation for 10 or 11 people.

PEOPLE'S OIL INDUSTRY:
*3s. **Chalk.** April 4. E.S.B. 9735/69/J.
BURMA PHARMACEUTICAL INDUSTRY:
*5s. **Pharmaceuticals.** March 31. E.S.B. 9740/69/J.
RANGOON MUNICIPAL CORPORATION:
*2s. **Well Drilling Equipment.** March 31. E.S.B. 9743/69/J.
*4s. **G.I. Pipes and Fittings.** March 31. E.S.B. 9744/69/J.
*2s. **Pipes and Fittings, Welding Equipment, Valves.** March 31. E.S.B. 9745/69/J.

Bulletin 47/69
MINISTRY OF DEFENCE:
*3s. **Headwear.** March 31. E.S.B. 10195/69/J.
PEOPLE'S OIL INDUSTRY:
*4s. **Cables.** April 4. E.S.B. 10189/69/J.
*5s. **Joint Boxes.** April 4. E.S.B. 10190/69/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Air Compressor.** March 31. E.S.B. 10197/69/J.
*3s. **Grease Cups.** March 31. E.S.B. 10198/69/J.
*3s. **Idlers and Pulleys for Conveyor.** March 31. E.S.B. 10199/69/J.
*3s. **Conveyor Belt System.** March 31. E.S.B. 10200/69/J.
*3s. **Grizzly Feeder.** March 31. E.S.B. 10601/69/J.
*5s. **Motors and Starting Switchgear.** March 31. E.S.B. 10602/69/J.
*3s. **Wire Netting.** March 31. E.S.B. 10603/69/J and 10604/69/J.
*3s. **Steel Wire.** March 31. E.S.B. 10605/69/J.
*3s. **Wire.** March 31. E.S.B. 10606/69/J.

Bulletin 48/69
PEOPLE'S OIL INDUSTRY:
*4s. **Electrical Materials.** April 11. E.S.B. 10191/69/J.

CENTRAL AFRICAN REPUBLIC

Bulletin 44/69
LA DIRECTION DES CAISSES DE STABILISATION ET DE PREEQUATION:
Fertilizers: Sprayers. April 11. E.S.B. 9717/69/J.

CEYLON

Bulletin 43/69
TENDER BOARD:
***Cotton Galatea.** (Further Information.) E.S.B. 6470/69/J.

Bulletin 47/69
DEPARTMENT OF AGRICULTURE:
Workshop Equipment. April 19. E.S.B. 10185/69/J.
MINISTRY OF HEALTH:
Construction of a Sewerage Scheme. May 20. E.S.B. 10186/69/J.

CHILE

Bulletin 44/69
EMPRESA NACIONAL DE ELECTRICIDAD:
*25s. **Steel.** April 8. E.S.B. 9812/69/J.
MINISTERIO DE OBRAS PUBLICAS:
*9s. **Bitumen Transporter/Sprayers.** April 10. E.S.B. 9790/69/J.
*8s. **Tractors.** April 10. E.S.B. 9791/69/J.
*8s. **Trailers.** April 10. E.S.B. 9792/69/J.
*10s. **Bitumen Tank Trailers.** April 10. E.S.B. 9793/69/J.
*9s. **Crushers.** April 11. E.S.B. 9794/69/J.
*9s. **Herbicide Sprayers.** April 8. E.S.B. 9785/69/J.
*9s. **Bitumen Heaters.** April 9. E.S.B. 9786/69/J.
*9s. **Bitumen Mixers.** April 9. E.S.B. 9787/69/J.
*9s. **Gravel Spreaders.** April 9. E.S.B. 9788/69/J.
*9s. **Road Sweepers.** April 9. E.S.B. 9789/69/J.
*36s. **Vehicles.** April 2. E.S.B. 9780/69/J.
*26s. **Motor Graders/Levellers.** April 3. E.S.B. 9781/69/J.
*18s. **Front-End Loaders.** April 7. E.S.B. 9782/69/J.
*16s. **Bulldozers.** April 7. E.S.B. 9783/69/J.
*18s. **Motor Rollers, Vibratory Rollers.** April 8. E.S.B. 9784/69/J.
*9s. **Screeners.** April 11. E.S.B. 9795/69/J.
*9s. **Motor Pumps.** April 11. E.S.B. 9796/69/J.
*9s. **Rotary Welders.** April 11. E.S.B. 9797/69/J.

COLOMBIA

Bulletin 46/69
CORPORACION PROVEEDORA DE INSTITUCIONES DE ASISTENCIA SOCIAL 'CORPAL':
Microscopes. March 26. E.S.B. 10169/69/J.

COSTA RICA

Bulletin 46/69
PROVEEDURIA NACIONAL:
*4s. **Prefabricated Structures.** April 18. E.S.B. 9720/69/J.

CYPRUS

Bulletin 47/69
COMMITTEE OF THE CO-OPERATIVE CENTRAL BANK:
*4s. **Insecticides; Fungicides; Herbicides.** April 5. E.S.B. 10184/69/J.

ECUADOR

Bulletin 45/69
MINISTERIO DE INDUSTRIAS Y COMERCIO:
*1s. **Pipeline Survey.** Press cutting. April 30. E.S.B. 9842/69/J.

EL SALVADOR

Bulletin 45/69
SALVADOREAN ELECTRICITY AUTHORITY:
Materials for and Construction of Transmission Lines and Sub-stations. March 31. (Advance Information.) E.S.B. 9843/69/J.

ETHIOPIA

Bulletin 48/69
MINISTRY OF EDUCATION AND FINE ARTS:
Construction of Schools. April 14. E.S.B. 10651/69/J.

GREECE

Bulletin 46/69
PUBLIC POWER CORPORATION:
***Transmission Line.** June 18. (Pre-qualification.) E.S.B. 9897/69/J.

INDIA

Bulletin 43/69
WEST BENGAL STATE ELECTRICITY BOARD:
*37s. **Control, Relay and Metering Panels.** (Further Information.) E.S.B. 6445/69/J.

Bulletin 44/69
BHARAT HEAVY ELECTRICALS LTD.:
Steel. March 26. E.S.B. 9709/69/J.
Copper Rings. March 26. E.S.B. 9727/69/J.
PARADIP PORT TRUST:
Dredger. (Advance Information.) E.S.B. 9711/69/J.

Bulletin 45/69
INDIA SUPPLY MISSION:
Weighing and Gauging Machine. April 8. E.S.B. 9815/69/J.
Dredger; Dredge Pumps. April 28. E.S.B. 9816/69/J.
MORMUGAO PORT TRUST:
Dredging and Reclamation of Port. Closing date postponed to April 2. (Further Information.) E.S.B. 44187/68/J.

Bulletin 46/69
HEAVY ENGINEERING CORPORATION:
Air Conditioners. April 10. E.S.B. 9880/69/J.
HINDUSTAN SHIPYARD LTD.:
*2s. **Radar Equipment.** (Further Information.) E.S.B. 7747/69/J.
*5s. **Mooring Winch, Anchor Windlass.** April 24. E.S.B. 10151/69/J.
*2s. **Marine Radar Equipment.** April 22. E.S.B. 10152/69/J.
HINDUSTAN CABLES LTD.:
Copper Wire Bar. March 26. E.S.B. 9876/69/J.
HINDUSTAN SHIPYARD LTD.:
*2s. **Compass Equipment.** (Further Information.) E.S.B. 7748/69/J.
HEAVY ENGINEERING CORPORATION:
Electrical Control Equipment. March 29. E.S.B. 9877/69/J.
Bulk Head Fittings. April 3. E.S.B. 9878/69/J.
Current Collectors; Indoor Trolley Holder. April 7. E.S.B. 9879/69/J.
BEAS PURCHASE ORGANIZATION:
*4s. **Wire.** May 15. E.S.B. 10149/69/J.

Bulletin 47/69
RAILWAY BOARD:
*130s. **Radio System.** (Further Information.) E.S.B. 9513/69/J.
HINDUSTAN SHIPYARD LTD.:
*15s. **Hatch Covers.** (Further Information.) E.S.B. 7749/69/J.
*17s. **Switchboards.** (Further Information.) E.S.B. 7750/69/J.
*19s. **Distribution Boards.** April 23. E.S.B. 10150/69/J.

Bulletin 48/69
COCHIN PORT TRUST:
Civil Engineering Works. Closing date postponed to March 20. E.S.B. 4921/69/J.

IRAN

Bulletin 43/69
MINISTRY OF AGRICULTURE:
***Herbicides and Pesticides.** April 10. E.S.B. 9508/69/J.
***Fertilizers.** April 10. E.S.B. 9509/69/J.

Bulletin 45/69
IRANIAN STATE RAILWAYS:
*13s. **Galvanized Pipes.** April 12. E.S.B. 9841/69/J.

IRAQ

Bulletin 44/69
IRAQI PORTS ADMINISTRATION:
*6s. **Radio Equipment.** April 9. E.S.B. 4592/69/J.
MINISTRY OF FINANCE:
*6s. **Autoclaves.** (Further Information.) E.S.B. 8353/69/J.
MINISTRY OF OIL AND MINERALS:
*2s. **Drum Closures; Drum Adaptors.** April 5. E.S.B. 9760/69/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

NATIONAL ELECTRICITY ADMINISTRATION:
*11s. **Cables and Accessories,** (Further Information.) E.S.B. 8320/69/I.
*9s. **Cable Accessories.** (Further Information.) E.S.B. 8322/69/I.
*10s. **Ladders.** (Further Information.) E.S.B. 8323/69/I.
*9s. **Freon.** (Further Information.) E.S.B. 8324/69/I.
*11s. **Pole Isolators.** (Further Information.) E.S.B. 8319/69/I.

Bulletin 45/69
DIRECTORATE-GENERAL OF PROJECTS:
Piston Pumps. May 17. E.S.B. 9850/69/I.
IRAQI PORTS ADMINISTRATION:
Tar and Bitumen Distributors. March 26. E.S.B. 9853/69/I.

Bulletin 46/69
DIRECTORATE-GENERAL OF RAILWAYS SERVICES:
Railway Sleepers. April 14. E.S.B. 9858/69/I.
HILAL INDUSTRIAL CO.:
Steel Sheets; Wire Rods. April 8. E.S.B. 10104/69/I.
MINISTRY OF MUNICIPAL AND VILLAGE AFFAIRS:
Chlorine. April 5. E.S.B. 10102/69/I.
MINISTRY OF OIL AND MINERALS ADMINISTRATION:
Tin Plate. April 1. E.S.B. 10117/69/I.
NATIONAL ELECTRICITY ADMINISTRATION:
*15s. **Printing Machine.** March 29. E.S.B. 10105/69/I.
MINISTRY OF HEALTH:
Surgical Dressings. March 30. E.S.B. 9861/69/I.
Fire Extinguishers. March 30. E.S.B. 9862/69/I.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Chlorine Gas. March 29. E.S.B. 9864/69/I.
Switches. March 29. E.S.B. 9865/69/I.
Mercury Vapour Lamps. March 29. E.S.B. 9863/69/I.
IRAQI PORTS ADMINISTRATION:
Rollers; Tractors. March 26. E.S.B. 9854/69/I.
X-Ray Unit. April 2. E.S.B. 9855/69/I.
Brushes. April 2. E.S.B. 9856/69/I.
Pumps. April 16. E.S.B. 9857/69/I.

IRISH REPUBLIC

Bulletin 43/69
DONEGAL COUNTY COUNCIL:
Filtration Equipment. March 28. E.S.B. 9580/69/I.

Bulletin 47/69
DUBLIN HEALTH AUTHORITY:
Telephone Cable Distribution System. Closing date postponed to March 21. E.S.B. 2912/69/I.

JORDAN

Bulletin 44/69
JORDAN PETROLEUM REFINERY CO.:
*7s. **Heat Exchangers.** April 1. E.S.B. 9506/69/I.

Bulletin 48/69
JORDAN PETROLEUM REFINERY CO. LTD.:
*4s. **Cable,** April 5. E.S.B. 10610/69/I.

KENYA

Bulletin 46/69
CITY COUNCIL OF NAIROBI:
*12s. **Traffic Signals.** April 7. E.S.B. 10163/69/I.

KUWAIT

Bulletin 44/69
MINISTRY OF EDUCATION:
*9s. **Clothing.** April 1. E.S.B. 8636/69/I.
*10s. **Clothing.** March 30. E.S.B. 8638/69/I.
*9s. **Office Machinery.** March 30. E.S.B. 8637/69/I.

MALAYSIA

Bulletin 46/69
DISTRICT TENDER BOARD:
*5s. **Pumps.** March 28. E.S.B. 10171/69/I.

Bulletin 48/69
ROYAL MALAYSIA POLICE HEADQUARTERS:
*17s. **Radiocommunications System.** April 8. E.S.B. 10650/69/I.

MALTA

Bulletin 45/69
TREASURY:
*Forms. April 3. E.S.B. 9836/69/I.

Bulletin 47/69
TREASURY:
*9s. **Cable.** April 8. E.S.B. 10478/69/I.

MEXICO

Bulletin 47/69
MEXICAN FEDERAL ELECTRICITY COMMISSION:
Fire Protection System, Instrument Air and Service Air Systems. April 16. E.S.B. 10187/69/I.

MOROCCO

Bulletin 46/69
RADIODIFFUSION TELEVISION MOROCAINE (RTM):
*26s. **Television Equipment.** April 2. E.S.B. 10165/69/I.

NETHERLANDS

Bulletin 47/69
HEADQUARTERS, ALLIED FORCES, CENTRAL EUROPE:
*Offset Press, Electrostatic Copiers. April 14. E.S.B. 10157/69/I.

NEW ZEALAND

Bulletin 43/69
AUCKLAND HARDBOARD BOARD:
*7s. **Lathe.** April 29. E.S.B. 9534/69/I.

Bulletin 45/69
POST OFFICE HEADQUARTERS:
*4s. **Rubber Gloves.** April 2. E.S.B. 9837/69/I.

Bulletin 46/69
NEW ZEALAND ELECTRICITY DEPARTMENT:
*39s. **Transformer Banks.** April 22. E.S.B. 10125/69/I.

Bulletin 47/69
MUNICIPAL ELECTRICITY DEPARTMENT:
*39s. **Transformers.** April 17. E.S.B. 10124/69/I.

NIGERIA

Bulletin 44/69
WESTERN STATE TENDERS BOARD:
Construction of Water Supply Project, May 30. E.S.B. 9800/69/I.

PAKISTAN

Bulletin 43/69
DEPARTMENT OF INVESTMENT PROMOTION AND SUPPLIES:
Broadcast Transmitter. April 14. E.S.B. 9714/69/I.

Bulletin 44/69
LAHORE IMPROVEMENT TRUST:
*120s. **Pumps.** (Further Information.) E.S.B. 7028/69/I.

Bulletin 45/69
DIRECTORATE OF SUPPLY:
*10s. **Machinery Spares.** March 30. E.S.B. 9843/69/I.

Bulletin 46/69
WEST PAKISTAN RAILWAY BOARD:
Couplings. April 21. E.S.B. 9882/69/I.
Brass Bars. March 26. E.S.B. 9883/69/I.
Printing Paper. March 27. E.S.B. 9884/69/I.
Cable, April 5. E.S.B. 9885/69/I.
Workshop Machinery; Steel Pipe. April 26. E.S.B. 9887/69/I.
WEST PAKISTAN WATER AND POWER DEVELOPMENT AUTHORITY:
Plant, Tools and Equipment. April 15. E.S.B. 9887/69/I.

SINGAPORE, REPUBLIC OF

Bulletin 46/69
SINGAPORE TELEPHONE BOARD:
*6s. **Cable.** March 28. E.S.B. 9895/69/I.

SOUTH AFRICA

Bulletin 43/69
STATE TENDER BOARD:
*11s. **Excavator.** April 3. E.S.B. 9548/69/I.
*15s. **Pumps.** April 3. E.S.B. 9627/69/I.

Bulletin 46/69
TENDER ADVISORY BOARD:
* **Unit Heaters.** March 26. E.S.B. 10166/69/I.
CAPE PROVINCIAL TENDER BOARD:
Drawing Sets, Penholders. April 1. E.S.B. 10143/69/I.
*3s. **Projectors, Gramophone Record Amplifiers.** April 1. E.S.B. 10144/69/I.
*2s. **Stencils, Templets.** April 1. E.S.B. 10145/69/I.

Bulletin 48/69
STATE PROCUREMENT BOARD:
*4s. **Diodes.** March 26. E.S.B. 10637/69/I.
*4s. **Nylon Rope.** March 26. E.S.B. 10633/69/I.
*9s. **Copper Piping.** March 26. E.S.B. 10634/69/I.

SUDAN

Bulletin 43/69
SUDAN RAILWAYS:
*2s. **Air Compressor.** April 3. E.S.B. 9570/69/I.
CENTRAL ELECTRICITY AND WATER CORPORATION:
*3s. **Earth Boring Machines.** March 31. E.S.B. 9574/69/I.

TAIWAN

Bulletin 47/69
CENTRAL TRUST OF CHINA:
*17s. **Cable.** April 25. E.S.B. 10613/69/I.
*3s. **Car Washers.** April 25. E.S.B. 10614/69/I.
*5s. **Drum Flanging Machine.** April 25. E.S.B. 10615/69/I.
*5s. **Tank Seal.** April 22. E.S.B. 10617/69/I.
*14s. **Measuring Instruments, Asphalt Blending System.** April 21. E.S.B. 10618/69/I.

Bulletin 48/69
CENTRAL TRUST OF CHINA:
*5s. **Tank Seal and Drainpipe Assembly.** April 25. E.S.B. 10624/69/I.
*2s. **Tobacco Machinery.** April 28. E.S.B. 10626/69/I.
*3s. **Tractors.** April 28. E.S.B. 10627/69/I.
*4s. **Switches.** April 2. E.S.B. 10628/69/I.
*4s. **Steel Angle.** March 27. E.S.B. 10631/69/I.

Bulletin 48/69
CENTRAL TRUST OF CHINA:
*2s. **Diamond Grinding Wheels.** April 4. E.S.B. 10619/69/I.
*5s. **Dump Trucks.** April 4. E.S.B. 10620/69/I.
*3s. **Cooling Fan.** April 14. E.S.B. 10621/69/I.
*4s. **Glass Lined Reactor.** March 31. E.S.B. 10622/69/I.
*2s. **Asbestos Mill Board.** April 2. E.S.B. 10623/69/I.
*4s. **HT Wire.** April 1. E.S.B. 10644/69/I.

TANZANIA

Bulletin 43/69
NATIONAL DEVELOPMENT CREDIT AGENCY:
Tea Machinery. April 30. E.S.B. 9568/69/I.
CENTRAL TENDER BOARD:
*4s. **Computer Forms.** April 18. E.S.B. 9569/69/I.

Bulletin 48/69
CENTRAL TENDER BOARD:
*2s. **Dust Bins.** April 5. E.S.B. 10638/69/I.

THAILAND

Bulletin 43/69
DIRECTORATE OF AIR ENGINEERING:
*4s. **Milling Machine.** March 27. E.S.B. 9590/69/I.
METROPOLITAN ELECTRICITY AUTHORITY:
*15s. **Aluminium Conductor,** April 17. E.S.B. 9583/69/I.
YANHEE ELECTRICITY AUTHORITY:
Sub-station Equipment. May 1969. E.S.B. 9587/69/I.

Bulletin 44/69
THAILAND TOBACCO MONOPOLY:
Bronze Powder. April 17. E.S.B. 9594/69/I.

Bulletin 45/69
DIRECTORATE OF ENGINEERING:
Aircraft Engines. April 1. E.S.B. 9593/69/I.

Bulletin 46/69
STATE RAILWAY OF THAILAND:
Suspension Devices. March 27. E.S.B. 9891/69/I.
Steel. March 28. E.S.B. 9893/69/I.

TURKEY

Bulletin 43/69
TURKISH GENERAL STAFF RESEARCH AND DEVELOPMENT:
*6s. **Electronic Equipment.** April 10. E.S.B. 9536/69/I.
*5s. **Neutron Generator.** April 18. E.S.B. 9537/69/I.
*4s. **Deposition Tester.** April 9. E.S.B. 9538/69/I.
*5s. **Testing Equipment.** April 7. E.S.B. 9539/69/I.
4s. **Baking Equipment.** April 15. E.S.B. 9543/69/I.
*6s. **Microbiological Equipment.** April 14. E.S.B. 9544/69/I.

Bulletin 45/69
EGO ISLETMESI GENEL MUDURLUGU:
*15s. **Cable.** April 2. E.S.B. 9867/69/I.
ILLER BANKASI GENEL MUDURLUGU:
*35s. **Insulators.** March 27. E.S.B. 9871/69/I.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 46/69
CAIRO TRANSPORT AUTHORITY:
*23s. **Power Sub-station.** March 27. E.S.B. 10102/69/I.
*3s. **Cylinders.** March 31. E.S.B. 10469/69/I.
GENERAL ORGANIZATION FOR INDUSTRIALIZATION:
Nitric Acid Plant. Closing date postponed to May 10. (Further Information.) E.S.B. 1953/69/I.
Welding Equipment, Laboratory Equipment. March 31. E.S.B. 10147/69/I.

URUGUAY

Bulletin 44/69
AFE (STATE RAILWAYS):
Hopper Wagons and Spare Parts, May 7. E.S.B. 9802/69/I.
ANCAP:
Vehicles, April 22. E.S.B. 9801/69/I.

VIETNAM

Bulletin 46/69
INDUSTRIAL DEVELOPMENT CENTER:
*11s. **Plastic Products Manufacturing Plant, Printing Press.** March 31. E.S.B. 10137/69/I.
*11s. **Animal Feed Mill Plant.** April 15. E.S.B. 10138/69/I.

ZAMBIA

Bulletin 43/69
CENTRAL SUPPLY AND TENDER BOARD:
3s. **Folding Machine.** April 11. E.S.B. 9582/69/I.

Bulletin 44/69
CENTRAL SUPPLY AND TENDER BOARD:
*4s. **Polythene Cable.** April 11. E.S.B. 9759/69/I.
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Extension of Cement Works. (Advance Information.) E.S.B. 9728/69/I.

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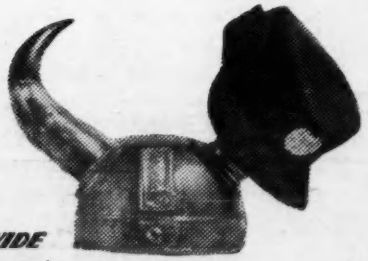

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Opportunities for exporters—agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

AFGHANISTAN

Bulletin 47/69
Agency inquiry for automotive spare parts; cookers; irons; knitwear; lamps; lamp bulbs and batteries; shirts and ties; tableware; travel goods; yarns. E.S.B. 6261/69/J.

ALGERIA

Bulletin 47/69
Inquiry for stationery. E.S.B. 10393/69/J.

ARGENTINA

Bulletin 45/69
Agency inquiry for lubricants. E.S.B. 9643/69/J.

AUSTRALIA

Bulletin 44/69
Agency inquiry for rotary air pumps. E.S.B. 5134/69/J.
Agency inquiry for woollen, worsted suitings. E.S.B. 37539/68/J.
Market report on taps, cocks and valves. E.S.B. 1791/69/J.

Bulletin 45/69
Agency inquiry for dress materials; furnishing and upholstery fabrics. E.S.B. 9490/69/J.

Bulletin 46/69
Agency inquiry for gift-packaged glassware. E.S.B. 9670/69/J.

Bulletin 47/69
Inquiry for lacquer and dipping equipment. E.S.B. 7460/69/J.
Agency inquiry for depth sounding and fish finding equipment. E.S.B. 9615/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 43/69
Inquiry for oil. E.S.B. S/22/69/J.
Inquiry for oil. E.S.B. S/23/69/J.
Inquiry for grinding machine. E.S.B. M/8/69/J.
Inquiry for grease mill. E.S.B. S/18/69/J.

Bulletin 44/69
2s. Inquiry for hammer drills; bits. E.S.B. P/1/69/J.

Bulletin 45/69
6s. Inquiry for winery equipment. E.S.B. A/7/69/J.

Bulletin 46/69
5s. Inquiry for complex reaction timer; driver evaluator; night sight meter. E.S.B. A/13/69/J.
17s. Inquiry for meters. E.S.B. A/14/69/J.
6s. Inquiry for horizontal wine press. E.S.B. A/12/69/J.
3s. Inquiry for water level recorders. E.S.B. A/11/69/J.
5s. and 6s. Inquiry for bottle sulphurizer; bottle filling machine. E.S.B. A/8/69/J.
12s. Inquiry for metering contactors. E.S.B. A/15/69/J.
14s. Inquiry for switches. E.S.B. A/16/69/J.

Bulletin 47/69
1s. Inquiry for valves. E.S.B. A/10/69/J.
96s. Inquiry for transformers. E.S.B. A/9/69/J.

AUSTRIA

Bulletin 44/69
Agency inquiry for handbags. E.S.B. 9112/69/J.

Bulletin 45/69
British Week in Vienna. E.S.B. 9969/69/J
Agency inquiry for clothing attachments; hosiery; knitwear. E.S.B. 9671/69/J.

Bulletin 47/69
Agency inquiry for coats. E.S.B. 10392/69/J.

BAHAMAS

Bulletin 45/69
Agency inquiry for radios; record players. E.S.B. 9264/69/J.

BRAZIL

Bulletin 45/69
Agency inquiry for electrowriters. E.S.B. 9606/69/J.

CANADA

Bulletin 44/69
Agency inquiry for lace curtain fabric. E.S.B. 9198/69/J.
Agency inquiry for building materials. E.S.B. 8444/69/J.
Inquiry for industrial and engineering equipment. E.S.B. 3350/69/J.
*Manufacture under licence – valves. E.S.B. 7905/69/J.

Bulletin 45/69
Inquiry for fire extinguishers. E.S.B. 7276/69/J.
Inquiry for wood pulp mill. E.S.B. 9645/69/J.
Manufacture under licence – pumps. E.S.B. 7905/69/J.

Bulletin 46/69
Inquiry for sofa covers; wallpaper. E.S.B. 10068/69/J.

Bulletin 47/69
Inquiry for chinaware; fancy goods; glassware. E.S.B. 5231/69/J.
Inquiry for canned and bottled vegetable salad. E.S.B. 8968/69/J.
Inquiry for carnival novelties. E.S.B. 10384/69/J.
Inquiry for laboratory equipment. E.S.B. 8583/69/J.
Inquiry for textile piece goods; clothing; footwear; carpets. E.S.B. 8703/69/J.

CEYLON

Bulletin 43/69
Hotel accommodation. E.S.B. 1209/G/J.

DENMARK

Bulletin 44/69
Agency inquiry for motors – further information. E.S.B. 3245/69/J.

ECUADOR

Bulletin 45/69
Agency inquiry for catgut; chemical reagents; gauze and bandages; glass bottles; hypodermic syringes; laboratory equipment; sticking plaster. E.S.B. 9082/69/J.

FIJI

Bulletin 45/69
Inquiry for plant for the manufacture of metal garbage tins. E.S.B. 6574/69/J.

FINLAND

Bulletin 45/69
Agency inquiry for transparent cellulose tape. E.S.B. 9669/69/J.
Agency inquiry for staples. E.S.B. 9634/69/J.

Bulletin 47/69
Agency inquiry for confectionery; electric lamps; lighting fittings. E.S.B. 9605/69/J.

FRANCE

Bulletin 43/69
Inquiry for cosmetics and leather giftware. E.S.B. 9274/69/J.

Bulletin 44/69
Agency inquiry for clothing. E.S.B. 8913/69/J.
Inquiry for giftware and gadgets. E.S.B. 8951/69/J.
Inquiry for electronics, nuclear energy and advanced metal technology equipment. E.S.B. 7911/69/J.

Bulletin 45/69
Agency inquiry for chemical products. E.S.B. 8590/69/J.
Agency inquiry for buttons; ribbons. E.S.B. 7901/69/J.
Agency inquiry for haberdashery; women's outerwear. E.S.B. 7848/69/J.
Agency inquiry for chemicals; drilling equipment. E.S.B. 9117/69/J.
Agency inquiry for batteries; electrical components; publicity material. E.S.B. 9085/69/J.
Inquiry for cotton thread. E.S.B. 8911/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 43/69
Agency inquiry for clothing. E.S.B. 43313/68/J.
Market report on furnishing fabrics. E.S.B. 6150/69/J.
Inquiry for pipe making machines. E.S.B. 9928/69/J.

Bulletin 44/69
Agency inquiry for pullovers; raincoats. E.S.B. 8189/69/J.
Agency inquiry for advertising gifts. E.S.B. 9493/69/J.

Bulletin 45/69
Agency inquiry for aluminium sheets and bars. E.S.B. 9275/69/J.
Market report on carpets. E.S.B. 6147/69/J.
Inquiry for hollow-ware; washing lines. E.S.B. 9496/69/J.
Inquiry for confectionery; canned foodstuffs; spirits. E.S.B. 7903/69/J.
Inquiry for billets and cold rolled metal coils. E.S.B. 10076/69/J.

Bulletin 46/69
Inquiry for pickled sheep and lambskins. E.S.B. 10297/69/J.
Market report on caravans. E.S.B. 10475/69/J.

Bulletin 47/69
Inquiry for carpeting; wallpaper. E.S.B. 10387/69/J.
Visit of British Trade Council in Germany. E.S.B. 1209/G/J.

GHANA

Bulletin 43/69
Inquiry for batteries; beverages; cotton fabrics; fertilizers; foodstuffs; hunting equipment; insecticides; lamps; livestock pumps; sewing machines; tools. E.S.B. 8737/69/J.

HONG KONG

Bulletin 45/69
Inquiry for knitwear; outerwear and underwear; slippers; suede garments. E.S.B. 19651/68/J.

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A buying mission from the prominent Japanese departmental store group, Takashimaya, on a recent visit to the Royal Doulton and Minton factories at Stoke-on-Trent confirmed orders worth more than £5,000 with these companies for china tableware for the Tokyo 'British Week' in September. Seen here (left to right) are Mr. F. W. Kerry, a director of Doulton Fine China Limited, Mr. Kozo Okada, central buyer of Takashimaya, Mr. Yutaka Sasaki, import manager of the Japanese store, and a representative of Portman Overseas Limited, confirming house for Takashimaya.

Price Brothers & Co. Ltd., manufacturers of 'Relyon' beds and bedding, have been awarded a contract worth almost HK$500,000 through their Far East agents, James Richards Ltd., for the supply of these items to the new Hongkong Hotel. The hotel, with some 800 rooms, will be the largest in Hong Kong when it opens in July this year. The picture shows Mr. J. G. Oliver (left), secretary of The Hongkong & Shanghai Hotels Ltd., managers of the hotel, together with Mr. Ian Tomlin, managing director of James Richards Ltd., signing the contract.

HUNGARY

Bulletin 47/69
Foreign Trade Organizations. C.R.E. 24261/G/J.

INDIA

Bulletin 44/69
Inquiry for mining equipment. E.S.B. 9159/69/J.

Bulletin 46/69
Inquiry for can making plant. E.S.B. 9104/69/J.

IRAQ

Bulletin 45/69
Inquiry for racecourse totalization equipment. E.S.B. 9910/69/J.

IRISH REPUBLIC

Bulletin 44/69
Agency inquiry for dress fabrics; knitwear; shirts. E.S.B. 43057/68/J.

ISRAEL

Bulletin 44/69
Agency inquiry for corduroys. E.S.B. 9233/69/J.
Agency inquiry for bronze netting; chemicals; felt and asbestos filters. E.S.B. 6968/69/J.

Bulletin 45/69
Inquiry for valves. E.S.B. 9423/69/J.
Agency inquiry for capacitors; enamelled winding wire. E.S.B. 9991/69/J.
Agency inquiry for piece goods. E.S.B. 8843/69/J.
Agency inquiry for chemicals. E.S.B. 5914/69/J.

Bulletin 46/69
Agency inquiry for galvanometric recorders; industrial automation and control components; oscilloscopes; transducers. E.S.B. 9951/69/J.

Bulletin 47/69
Agency inquiry for clothing; tweed. E.S.B. 2890/69/J.
Agency inquiry for jars. E.S.B. 9992/69/J.

ITALY

Bulletin 44/69
Agency inquiry for tool bits. E.S.B. 9200/69/J.
Inquiry for cotton and mixed cotton cloth; carded wool fabric. E.S.B. 9494/69/J.
Agency inquiry for rubber pipes and rings. E.S.B. 7951/69/J.
Inquiry for components of ultrasonic apparatus; electronic hardware; telephone amplifiers; transducers. E.S.B. 9637/69/J.
Agency inquiry for elastic adhesive plasters and dressings; elastic stockings; instep support shoes. E.S.B. 8963/68/J.

Bulletin 45/69
Agency inquiry for clothing and accessories. E.S.B. 9642/69/J.
Agency inquiry for biscuits; fruit juices; jams; tea; tinned soups; whisky. E.S.B. 9641/69/J.

JAPAN

Bulletin 44/69
Inquiry for meat preparations; tinned meats. E.S.B. 46257/68/J.

Bulletin 45/69
Inquiry for spectacle frames. E.S.B. 9975/69/J.
Agency inquiry for blankets. E.S.B. 9207/69/J.
Inquiry for tape measures. E.S.B. 10001/69/J.

Bulletin 46/69
Inquiry for fur coat designs. E.S.B. 9228/69/J.

LEBANON

Bulletin 44/69
Agency inquiry for building materials. E.S.B. 7929/69/J.
Agency inquiry for concrete mixers; door and window hardware. E.S.B. 46279/68/J.

Bulletin 45/69
Agency inquiry for domestic electrical appliances; motor vehicle spare parts and accessories. E.S.B. 9488/69/J.
Agency inquiry for clothing. E.S.B. 9636/69/J.
Agency inquiry for soap; toothpaste. E.S.B. 41206/68/J.

Bulletin 46/69
Inquiry for necklaces and other accessories; women's clothing. E.S.B. 9980/69/J.

LEEWARD AND WINDWARD ISLANDS

Bulletin 47/69
Inquiry for computer parts. E.S.B. 44662/68/J.

LIBYA

Bulletin 44/69
Agency inquiry for television sets. E.S.B. 8443/69/J.
Inquiry for automobile spare parts. E.S.B. 9418/69/J.
Inquiry for motor rally equipment; rally drivers' clothing; safety equipment; trophies and cups. E.S.B. 5755/69/J.
Agency inquiry for laboratory equipment and instruments. E.S.B. 8499/69/J.

Bulletin 47/69
Agency inquiry for knitwear. E.S.B. 36935/68/J.

MALAWI

Bulletin 43/69
Agency inquiry for knitwear. E.S.B. 3626/69/J.

Bulletin 44/69
Agency inquiry for kerbside petrol dispensing equipment. E.S.B. 5730/69/J.

Bulletin 47/69
Agency inquiry for canned mushrooms. E.S.B. 8229/69/J.

MALAYSIA

Bulletin 44/69
Inquiry for acetylene and oxygen production plant. E.S.B. 9295/69/J.
Agency inquiry for furnishing fabrics; men's suiting materials. E.S.B. 7295/69/J.
Agency inquiry for cardboards; handbag frames; iron rivets; leather boards; pvc leather cloth; linoleum floor covering; synthetic glue. E.S.B. 7149/69/J.

Bulletin 47/69
Agency inquiry for hospital equipment. E.S.B. 5744/69/J.
Agency inquiry for airfield ground support equipment. E.S.B. 9937/69/J.
Inquiry for ingots. E.S.B. 7426/69/J.

MAURITIUS

Bulletin 45/69
Inquiry for lubricating oils and greases. E.S.B. 9189/69/J.

MEXICO

Bulletin 47/69
Agency inquiry for cables; wire. E.S.B. 9909/69/J.

MOZAMBIQUE

Bulletin 46/69
Inquiry for biscuits; biscuit manufacturing machinery. E.S.B. 1171/69/J.

NEW ZEALAND

Bulletin 44/69
Inquiry for machinery for the manufacture of spirally wound tube. E.S.B. 9273/69/J.
Agency inquiry for furnishing fabrics; underwear materials. E.S.B. 8231/69/J.

Bulletin 47/69
Agency inquiry for electrical tools; metalworking machine tools; woodworking machinery. E.S.B. 9977/69/J.
Inquiry for worm thread milling machine. E.S.B. 4834/69/J.

NORWAY

Bulletin 44/69
Agency inquiry for bolts; nuts; screws. E.S.B. 5105/69/J.

Bulletin 47/69
Agency inquiry for nightwear; underwear. E.S.B. 10084/69/J.

NORWAY/CZECHOSLOVAKIA

Bulletin 43/69
Trade Agreement. E.S.B. 1209/G./J.

PHILIPPINES

Bulletin 47/69
Inquiry for cobalt therapy units; dosimeter geiger counter; renogram examination apparatus. E.S.B. 9976/69/J.

POLAND

Bulletin 45/69
Inquiry for air conditioning automatic control equipment; automatic equipment for ships refrigeration systems. E.S.B. 9618/69/J.

Bulletin 46/69
Inquiry for packing, filling and closing machinery. E.S.B. 18311/68/J.

POLAND/BULGARIA

Bulletin 43/69
Trade Agreement. E.S.B. 1209/G/J.

PORTUGAL

Bulletin 43/69
Inquiry for artists' materials; calenders; games; giftware; paintings and prints; playing cards; stationery and office equipment. E.S.B. 2504/69/J.

(Continued on next page)

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Inquiry for alum; china clay; rosin. E.S.B. 9981/69/J.

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Inquiry for rice processing machinery. E.S.B. 10367/69/J.
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Agency inquiry for buttons; ear ring bases. E.S.B. 8785/69/J.
Inquiry for butchers' equipment; weighing machines. E.S.B. 9608/69/J.
Inquiry for book ends; clocks; giftware and novelties; smokers' requisites. E.S.B. 9609/69/J.
Inquiry for medical dressings. E.S.B. 9607/69/J.

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

Paint for Baghdad

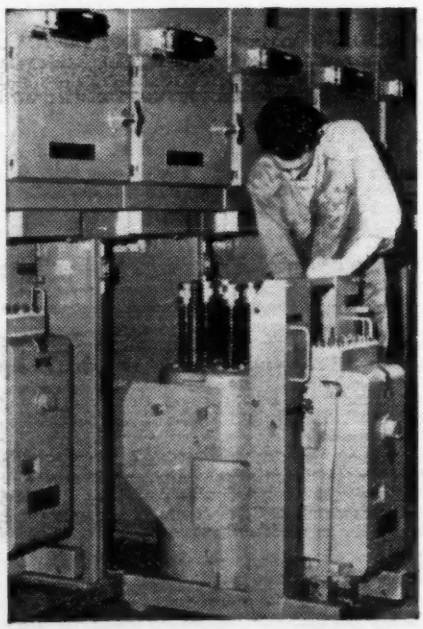
A contract for the interior coating of the first phase of a new main sewerage system at Baghdad, Iraq, has been placed with Ault & Wiborg Industrial Finishes Ltd., by Sika Contracts Ltd. The total paint order is expected to exceed £23,000.

Boring rigs orders

Orders for civil engineering boring rigs and ancillary equipment valued at £90,000 have been announced by the equipment sales division of Sir Robert McAlpine & Sons Limited. The orders have been placed by Bless Bauunternehmung AG, Switzerland, and by the Polish contracting firm, CEKOP, who are to use one of the boring rigs on a building project in Iraq.

Repeat order for Sierra Leone

Following the completion in March and June 1968 of two new diamond treatment plants for Sierra Leone Selection Trust Ltd. at Yengema, Sierra Leone, Taylor Woodrow of Sierra Leone Ltd. has recently received a further Le.200,000 (£100,000) contract for a further plant including mechanical and electrical installation and ancillary works.



The first part of an order for substation switchgear worth more than £200,000 photographed on delivery to the Municipal Electricity Department at Christchurch, New Zealand. The contract, placed with South Wales Switchgear Limited of Blackwood, Monmouthshire, through B.R. Homersham Limited of Christchurch, is the largest-ever order for 11,000-volt switchgear in New Zealand. Components for the switchboards were manufactured at the Blackwood works of South Wales Switchgear, a member of the Aberdare Holdings Group of companies.

Oil equipment plant for Germany

Orders valued in excess of £300,000 have been placed with the process plant division of GKN Birwelco Limited to supply and erect on site air-cooled heat exchange equipment and a combined feed heater, which this subsidiary of GKN Engineering Limited has designed for a new Mobil oil refinery at Woerth, West Germany. This refinery is being constructed by R. M. Parsons GmbH of Frankfurt. All of the GKN Birwelco contribution will be manufactured locally and erected under the supervision of the British company's engineers.

Brazilian order

Rose, Downs & Thompson Limited of Hull (a member of the Davy-Ashmore Group), have secured a £10,000 order for a Mark II screw press, from Joanes Industrial SA, Bahia, Brazil.

Record carpet sales

Sales of Axminster and Wilton carpets in all export markets by members of the Federation of British Carpet Manufacturers reached record levels in 1968. They totalled £13,820,000 as against £9,477,000 in 1967 – a gain of 45 per cent.

Locomotives for Australia

Brush Electrical Engineering Co. Ltd., of Loughborough, a Hawker Siddeley company, has received a repeat order from Australia for the supply of power equipment for five shunting and transfer locomotives. The equipment will be supplied through Hawker Siddeley Brush Pty. Ltd., Australia, to Tulloch Ltd., Rhodes, New South Wales, who are the Australian licensees for the Brush range of diesel electric locomotives.

Cables for Colombia

British Insulated Callender's Cables Limited have provided some 41 miles of single core butyl rubber insulated airfield lighting cables for installation in ten Thornray visual approach slope indicator systems being supplied by Thorn Electrical Industries Ltd. (Atlas Airfield Lighting Division) to Empresa Colombiana De Aerodomos—the State aviation authority in Colombia.

Business equipment orders top £100 million mark

Exports of office machines and equipment in 1968 topped the £100 million mark for the first time in the industry's history. This was announced recently by the Business Equipment Trade Association (BETA). Exports totalled £105,961,000, an increase of 17 per cent on the figure for 1967. Of this total, £91.2 million comprised office machines, including computers, and the remaining £14.6 million non-machine items such as desks, seats, filing, partitioning, safes and so on. Of the machines exported, £14 million went to the Commonwealth (£12.8 million in 1967); £7.6 million to EFTA (£6.4 million); £29.4 million to EEC (£29 million); and £38.9 million (£30.3 million) to overseas markets.

The industry's best individual customers during the year were West Germany (£10.9 million), the United States (£10.3 million) and France (£9.5 million).

Furnaces for USSR

V/O Machinoimport of the USSR have awarded a £2 million contract to Birlec Limited of Aldridge, Staffordshire, a member of the GEC Group of companies, for heat treatment plants for the Soviet motor car and truck industry.

Transformers for Abu Dhabi

Hawker Siddeley Electric Export Ltd., has been awarded a £300,000 contract for supplying power, earthing and auxiliary transformers to the Government of Abu Dhabi. The transformers will be installed on Abu Dhabi Island and at Al Ain Oasis, as part of a large programme for expanding the electrical transmission and distribution system in the territory.

New market obtained

The Reliant Motor Company Ltd., have opened up a new export market for their 700 c.c. Rebel saloon and estate. The first left hand drive production models have been shipped to Lisbon where a newly-appointed distributor has plans for nation-wide promotion. A total of 32 Rebels, half saloons and half estates, has been ordered by Sociedade Electro-Mecanica De Automoveis Lda., of Lisbon, who have a network of 15 dealers. Orders covering the initial shipment have already been secured from these dealers.

British data transmission for Czechoslovakian State Bank

The first stage of the Czechoslovakian State Bank's five year plan to provide data transmission services from its branches to computers in Prague and Bratislavia, has been launched with the award of a £29,000 contract to The Plessey Company.

Before submitting proposals to the Czechoslovakian Bank, Plessey engineers carried out a detailed study of the factors involved in planning an economic and efficient data transmission network and its growth to an ultimate national network.

Order for Singapore Port project

A £50,000 order for pile driving plant, has been placed by Taylor Woodrow International Ltd., of London, with the British Steel Piling Company Limited of Claydon, Suffolk for the construction of new deep water wharves for handling container ships at East Lagoon, Singapore.

The contract, worth £4,500,000 has been awarded to Taylor Woodrow International Ltd. in joint venture with Dillingham Overseas Corporation of Honolulu.

£84,000 contract for Hong Kong pumping station

A contract worth over £84,000 has been won by Mather & Platt (Contracting) Ltd., Manchester, for equipment to uprate the Sha Tin Pumping Station, Hong Kong, by 30 million gallons of water per day as part of the Government of Hong Kong Plover Cove Water Scheme.

Further orders from Saab

A further order for fuel gauging equipment has been received by Smiths Industries from SAAB of Sweden for the SAAB J.35XD Draken aircraft.

The firm are currently supplying similar equipment for SAAB's AJ.37 Viggen and the SAAB 105XT aircraft. This brings the total value of Smiths Industries equipment ordered by SAAB in the last six months to £200,000.

Protecting Barbados power lines

All the 30,000 electricity transmission poles on Barbados are to be treated with special wood preservative by Rentokil Barbados Ltd., following the discovery that a percentage of the poles are already being damaged by termites. The Barbados Light and Power Co. Ltd. awarded the contract which will be carried out over two years, to Rentokil, when a survey of a line of poles set up only two years ago showed that subterranean termites were active around 43 per cent of them.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of Competiton—Restrictive Trading Agreements and Domination of Markets

THE *Board of Trade Journal* dated June 16, 1967 (page 1579) contained an announcement about an application to the Commission of the EEC for clearance of an agreement submitted to it by the Co-operative Society 'Comptoir Belge de l'Azote' (Cobelaz).

The Commission's ruling on this case, Decision No. 68/374/CEE was published in the *Journal Officiel des Communautés Européennes* No. L276 dated November 14, 1968. The following is a translation of this Decision. It must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the French language.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

DECISION OF THE COMMISSION
November 6, 1968
concerning procedure under article 85 of the Treaty
IV/565 – Cobelaz – synthesis plants
(only the French text is authoritative)
(68/374/CEE)

THE COMMISSION OF THE EUROPEAN COMMUNITIES,

having regard to the Treaty establishing the European Economic Community and in particular article 85 thereof,

having regard to Regulation number 17 of the Council of February 6, 1962, and in particular articles 2, 5 and 7 thereof,

having regard to the application for negative clearance submitted on October 31, 1962 and confirmed in particular on March 19, 1965, in which the co-operative society 'Fedération belge des producteurs d'azote' hereinafter called the 'Federation' which has its registered office in Brussels, requested the Commission to declare, in accordance with article 2 of Regulation No. 17, that there are no grounds for it to intervene in pursuance of article 85 paragraph 1 of the Treaty in respect of the joint marketing agreement concluded between the Federation, the co-operative society 'Comptoir belge de l'azote (Cobelaz)' whose registered office is in Brussels and the undertakings producing synthetic nitrogenous fertilizers established in Belgium,

having regard to the notification made subsidiarily by the Federation with a view to obtaining in favour of the agreement the benefit of the provisions of article 85 (3) of the Treaty should it not be possible for negative clearance to be granted to it,

after hearing the undertakings concerned in accordance with article 19 (1) of Regulation No. 17 and with articles 1, 2 and 3 of Regulation No. 99/63/CEE,

having published, in accordance with article 19 (3) of the Regulation No. 17, the substance of the application for negative clearance in the *Journal Officiel des Communautés Européennes* No. 93 of May 18, 1967, p. 1823/67,

having regard to the opinion of the Consulative committee on restrictive trade agreements and domination of markets, obtained in accordance with article 10 of Regulation No. 17, on December 12, 1967,

I

1. Whereas on September 12, 1940 a co-operative society under Belgian law was formed in Brussels under the name of 'Comptoir belge de l'azote (Cobelaz)' replacing the limited company 'Comptoir belge des engrais azotés', successor to the 'Comptoir belge du sulfate d'ammoniaque' set up in 1908, with the principal object of carrying out both in Belgium and abroad all commercial transactions concerned with the sale of nitrogenous products manufactured in the factories of its members;

whereas on the same date, all undertakings established in Belgium and producing nitrogen concluded an agreement with Cobelaz, renewable annually by tacit agreement, under which they entrusted the society with exclusive rights for joint marketing of nitrogenous fertilizers on the Belgian market and for export;

whereas, subsequently, several provisions of this agreement lapsed or were amended, notably in 1953, by verbal agreement between the parties.

whereas from July 1, 1962 undertakings which were members of Cobelaz and manufactured nitrogenous fertilizers from synthetic ammonia withdrew the sale of those products in Member States of the EEC other than Belgium from Cobelaz and marked this change in their joint marketing organization by making another agreement with Cobelaz and the Federation, dated October 30, 1962, which was applied until June 30, 1965, renewed with some minor modifications until June 30, 1967 and then renewed on July 1, 1967 for a period of two years with more extensive modifications;

whereas the application for negative clearance which forms the subject of this decision therefore covers the joint marketing agreement which has linked Cobelaz with undertakings producing synthetic nitrogenous fertilizers in Belgium since September 12, 1940 and which is at present still in existence, although in a modified version;

2. Whereas in the amended version which has been in force since July 1, 1967, the agreement provides as follows:

The parties are, on the one hand, the co-operative societies 'Fedération belge des producteurs d'azote' and 'Comptoir belge de l'azote' and, on the other hand hand, the following undertakings which are

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

members of the two above societies and are hereinafter called 'members':

- Ammoniaque synthétique et dérivés,SA, with its registered office in Brussels,
- Société belge de l'azote et des produits chimiques du Marly, SA, having its registered office in Ougrée (Liège),
- Société carbochimique, SA, having its registered office in Brussels,
- Société anonyme pour la fabrication des engrais azotés, having its registered office in Brussels,
- Société des usines chimiques Ugine-Kuhlmann, SA, having its registered office in Paris, which commits itself only in respect of its place of business in Belgium,
- UCB – Union Chimique – Chemische Bedrijven, SA, having its registered office in Brussels, acting on its own behalf and that of Fison-UCB, SA, which has its registered office in Brussels.

The products covered by the agreement are all the simple nitrogenous fertilizers for agricultural use with a minimum pure nitrogen content of 4 per cent, which are produced by members, with the exception of cyanamide; in particular this definition covers the following products: ammonia, sulphate of ammonia produced by synthesis, ammonium nitrate, ammonium calcium magnesium nitrate, ammonium sulfonitrate, urea, calcium nitrate-magnesium nitrate, sodium nitrate, and solutions of these products. The agreement also covers mixtures of these nitrogenous fertilizers and binary and tertiary nitrogenous fertilizers containing less than 9 per cent of P_2O_5 and of K_2O in all.

In order to effect joint marketing of the products covered by the agreement on the Belgian markets and on markets outside the European Economic Community, the members entrust the sale of those products on the Belgian market and on certain export markets to Cobelaz and, through the Federation which represents them collectively, to S. A. Nitrex of Zurich for the export markets specified in article 3 of the Nitrex agreement of October 12, 1962. They undertake to refrain altogether from selling the products to third parties on those markets, except for retail sales in the vicinity of the factories and on condition that such sales are entrusted to them by Cobelaz, and to refer to Cobelaz any order or price inquiry for those markets. In return they alone have the right to sell, freely and individually, the products covered by the agreement in the Member States of the EEC other than Belgium.

Members must periodically indicate to Cobelaz the quantities of each of the products covered by the agreement which they are placing at its disposal both for the Belgian market and for export outside the EEC; this indication is given as a provisional figure before the beginning of each trading year for that trading year and as a firm figure before the beginning of each month for the following three months.

Each member has the right during any trading year to arrange for delivery by Cobelaz on the Belgian market of quantities of synthetic nitrogen, corresponding to a fixed percentage of joint sales on that market, in the form of products covered by the agreement. Each month Cobelaz sends to members, for their guidance, its sales forecasts for the Belgian market for the following three months.

The quantities which each member may supply in export markets (other than those of the EEC) are determined each month by Cobelaz largely on the basis of the quantities made available to it by each member since the beginning of the trading year.

The sums collected by Cobelaz for sales on the Belgian market are subject to overall standardization whereby a single average price is assigned to each unit of nitrogen, regardless of the product. The sums collected by Cobelaz for sales on export markets are subject to individual standardization for each type of product; there is no standardization of prices obtained on the internal market and those obtained for exports. In each case the net receipts are distributed amongst members in proportion to their delivery rights either for the Belgian market or for export. If a member places at the disposal of Cobelaz quantities smaller than those to which it is entitled on the Belgian market, its share of the net receipts is decreased by an amount equal to the value of the tonnage which was not made available to Cobelaz.

Provisions are made concerning adjustment for early and late delivery both from the point of view of quantity and from the point of view of receipts.

Each member must respect undertakings given by the Federation under the Nitrex agreement or as a result of its operation, even if it should cease to be a member of the Federation or if the latter should cease to exist.

Each member undertakes to promote a high standard of quality, packing and presentation of its products and, in any case, to observe certain rules relating in particular to the minimum nitrogen content of each type of fertilizer to be made available to Cobelaz. Each member is solely responsible for the packing and quality of the product which it supplies and liable for any damages which may arise from late or deficient delivery through its fault or negligence. Cobelaz may require members to observe rules intended to ensure a good supply.

All disputes relating to the interpretation or operation of the agreement must be settled by arbitration. The agreement may only be modified with the unanimous consent of the parties; it has been concluded for a period of two years with the possibility of extension for one year.

By virtue of the powers conferred upon it by the agreement Cobelaz determines the prices and conditions of sale of the products covered by the agreement placed at its disposal by members.

For Belgium, Cobelaz, at the beginning of each agricultural year, fixes the selling prices to wholesalers applicable to deliveries of each product during each of the following 12 months; these are single monthly selling prices, whatever the origin of the product. Cobelaz does not intervene in fixing the wholesalers' resale price to distributors or the prices to be charged by distributors to farmers. For export markets (outside the EEC) covered by the Nitrex agreement, the prices which Cobelaz must charge are determined by S.A. Nitrex. Cobelaz fixes the prices of exports to other countries outside the EEC case by case.

On the Belgian market Cobelaz applies uniform general conditions of sale which state in particular that the product complies with Belgian laws on the subject, that it is sold to be used exclusively as a fertilizer, that the seller cannot be held responsible if it is used for other purposes, that selling prices are 'free at all stations' in the country, that the product is only supplied in Cobelaz bags or in bulk and that payment must be made in cash.

For export deliveries, Cobelaz also applies uniform general conditions of sale which provide in particular that the product may be put up in packings supplied by the buyer, that it is sold for export, that the buyer undertakes to export it and to compensate Cobelaz for any fiscal loss resulting from failure to export and that, until the actual export of the product, the same obligation must be imposed on successive purchasers;

3. Whereas, in the version which was in force at the time when the application for negative clearance was submitted, the agreement still contained other provisions and gave rise to certain practices which the Commission considered might affect trade between the Member States of the EEC and the object and effect of which were to prevent, restrict or distort competition within the common market; in particular there were provisions of the agreement which obliged Cobelaz to give priority to sales of coke-oven ammonium sulphate over other nitrogenous fertilizers sold by it, assigning to that product the general average price obtained in respect of its total sales of nitrogenous fertilizers of all types and dividing amongst the members the difference between the amount thereby assigned to supplies of coke-oven ammonium sulphate and the actual receipts arising from the sale of that product; there was also the concerted practice extending to the Grand-Duchy of Luxembourg the exclusive right of joint marketing granted to Cobelaz on the Belgian domestic market; furthermore there was the clause in the general conditions of sale applicable in Belgium by virtue of which Cobelaz prohibited resale of the goods outside Belgian territory without its prior approval; finally there was the practice whereby Cobelaz granted loyalty bonuses to its Belgian customers and granted, at least until 1964, stock readjustment bonuses only to those of its resellers who had not made purchases abroad;

whereas, with the aim of obtaining the negative clearance applied for, the interested parties have decided to give up these provisions and practices after the Commission had informed them, in a notice of objections on October 14, 1966 under article 19 (1) of Regulation No. 17, that it deemed them to be incompatible with article 85 of the Treaty; whereas on July 1, 1967, the provisions complained of were in fact removed from the agreement and from Cobelaz's general conditions of sale applicable in Belgium, as a result of a decision made by a general meeting of members on April 6, 1967; whereas, in a letter of April 24, 1967, the chairman of the Producers' committee of the Federation assured the Commission that within the framework of the modified agreement, 'Cobelaz will in fact put an end to the granting of loyalty bonuses to its Belgian customers and will not reintroduce the practice, which has been abandoned for several years, of making the grant of stock readjustment bonuses subject to buying exclusively from Cobelaz'; whereas, in order to confirm the end of the concerted practice of joint marketing in the Grand-Duchy of Luxembourg through Cobelaz, the interested parties have expressly limited the powers of Cobelaz within the EEC to the 'Belgian' market;

whereas, on the other hand in the version which was in force from July 1, 1962 to June 30, 1967, the agreement contained special provisions for the transfer, by a member who does not manufacture ammonium nitrate, of his delivery rights for that product on the Belgian market to another member who allows him a corresponding position in ammonium sulphate for export, and laying down Cobelaz's method of intervention both with regard to the disposal of the quantities in question and with regard to the distribution of receipts pertaining to them; whereas following the objections made by the Commissions on the subject of the compatibility of these special provisions with article 85 (1), the provisions have been removed from the agreement which is the subject of this decision, with a view to their inclusion, with some modifications in a separate agreement, made between the two undertakings directly concerned, and to their submission for special examination by the Commission; whereas it

(*Continued on next page*)

EUROPEAN COMMUNITIES, *continued*

appears from the information obtained during the investigation that the special provisions, which concern only two members and which were not inserted into the agreement before July 1, 1962, do not form an integral part of the joint marketing organization set up by all the members; whereas therefore it is possible to take a favourable decision on the application for negative clearance submitted in its present form without at the same time taking up a position on the subject of the compatibility of the special provisions in question with the Treaty and without prejudice to any decision about them;

4. Whereas, on the question of form, although the interested parties did not use form A, prescribed in article 4 (1) of Regulation No. 27, to submit their application for negative clearance, they did however provide, at points I to IV of form B which was used by them, all the information prescribed on form A so that the application for negative clearance may be considered to have been submitted in proper form and to be formally admissible under article 2 of Regulation 17;

5. Whereas, with regard to the merits of the case, the negative clearance applied for may be issued in accordance with the provisions of article 2 of Regulation No. 17 if the Commission finds that there are no grounds for it, on the basis of the information available to it, to intervene in pursuance of the provisions of article 85 (1) of the Treaty in respect of the joint marketing agreement linking Cobelaz with the undertakings producing synthetic nitrogenous fertilizers established in Belgium;

whereas under the terms of Article 85 (1) of the Treaty all agreements between undertakings, all decisions by associations of undertakings and all concerted practices which may affect trade between Member States and the object or effect of which is to prevent, restrict or distort competition within the common market, are prohibited as incompatible with the common market;

whereas the agreement in question, in its present version, contains several provisions which restrict competition within the common market, notably the obligation on members to refrain from any individual sales of the products covered by the agreement on the Belgian Market; whereas negative clearance in respect of Article 85 (1) may therefore only be given if the agreement is not capable of affecting trade between Member States;

whereas in this respect, it is necessary to consider whether the agreement is capable of affecting freedom of trade between Member States in a manner which could impair the proper operation of the common market; whereas, in the case in question, it should therefore be considered whether the provisions of the agreement and the provisions made for its application may hinder the freedom of import and export of members or of third parties within the common market;

6. Whereas the agreement does not interfere with the freedom of import of members within the common market since it only organizes joint sales on the Belgian market and on markets outside the EEC of the products covered by the agreement manufactured by members in Belgium and moreover does not restrict, even indirectly, the possibility of the latter's making purchases in other Member States of the EEC;

whereas the agreement does not interfere directly with members' freedom of export within the common market; whereas indeed, information obtained by the Commission has shown that, from July 1, 1962, the agreement put an end to intervention by Cobelaz with regard to deliveries to Germany, France, Italy and the Netherlands, and that members have in fact developed individual sales on an increasing scale on some of those markets; whereas in addition, members have undertaken to end as from July 1, 1967 the concerted practice whereby they continue to grant to Cobelaz exclusive rights over their exports to the Grand-Duchy of Luxembourg, despite the insertion in the version of the agreement put into operation on July 1, 1962 of the clause reserving to them the right to export, freely and individually, to the Member States of the EEC; whereas Members are thus restricting henceforth, both in law and in fact, their system of joint sales to the Belgian market and to markets outside the EEC; whereas, furthermore, no provision is included in the agreement which may indirectly affect the freedom of export within the common market which is reserved to members; whereas in particular:

(a) although each of the members has the right to supply products through Cobelaz on the Belgian market and on export markets outside the EEC, it is still free to decide for itself the quantities of the products covered by the agreement which it will make available to Cobelaz for joint sale and the quantities which it will retain for individual sale in Member States of the EEC other than Belgium; there is in fact a provision whereby members may make available to Cobelaz for sale on the Belgian market quantities smaller than those to which they are entitled and whereby their right to supply products on export markets is calculated on the basis of the quantities which they make available to Cobelaz; furthermore, it is only in respect of the quantities notified each month to Cobelaz as being available for the following 3 months that members give a firm commitment to supply on demand from Cobelaz the notified quantities within the period laid down, and this does not seem such as to deprive them of the opportunity of reserving for themselves in good time tonnages for individual export;

(b) the members have terminated the obligation which they imposed on Cobelaz, by joint agreement with Belgian producers of coke-oven ammonium sulphate, to ensure priority disposal for that product: there is therefore no longer any risk of their having to forgo individual exports of synthetic ammonium sulphate within the common market so as to leave the field clear for the coke-oven product;

(c) there is no standardization between the average price assigned to sales on the internal market and the average prices for export sales outside the common market which may discourage individual exports by members within the common market;

whereas the quality requirements imposed by the agreement on members for supplies of the products covered by the agreement in Belgium and outside the EEC under the joint marketing system, notably observance of minimum nitrogen content, do not seem such as to hinder any resale of the products to third parties within the common market since they are no different from those which are usual for the products in the other Member States of the EEC; whereas, moreover, since July 1, 1967 the general conditions of sale applied by Cobelaz on the Belgian market no longer contain any clause preventing purchasers from exporting the products to any of the Member States of the EEC or from importing the products into Belgium; whereas, further, there is reason to believe, particularly in view of the written undertakings given by Cobelaz to the Commission with regard to the granting of refunds or bonuses to its customers, that the activities of that agency no longer exercise any influence, even indirectly, on their freedom to import products covered by the agreement from other manufacturers in the common market or to export those products to other countries of the EEC;

7. Whereas it is true that in its present version, the agreement under examination still has noticeable restrictive effects on the position of distributors or users within the common market; there is, in particular, the application by Cobelaz on the Belgian Market of a single scale of monthly selling prices and of uniform conditions of sale providing in particular, for delivery 'free at all stations of destination' in Cobelaz packing or in bulk, the result of which is that Belgian purchasers, who are able to apply only to a single Belgian seller, do not even have the opportunity of creating competition in prices between Belgian manufacturers or of taking advantage, where appropriate, of a more favourable geographic location in relation to certain factories in order to reduce the cost of transport, or simply of choosing a supplier even if prices are the same; there is also the fact that on the Belgian market Cobelaz sells on behalf of members exclusively to a certain number of 'approved' wholesalers, which is likely to interfere with other wholesalers' opportunity of doing business, since if they wish to make products covered by the agreement available to distributors, they are obliged to apply to 'approved' wholesalers and therefore to pay a higher price than the latter for the same quantities; whereas however, it would be inappropriate to take these restrictions of competition as grounds for refusing to issue a negative clearance, since on the basis of the information available to the Commission, it does not appear, in present circumstances, that the restrictions, which concern the Belgian domestic market, are likely to affect trade between Member States; whereas the substance of the application for negative clearance for the modified agreement has been published in accordance with Article 19 (3) of Regulation No. 17 with a view to giving all interested third parties the opportunity of submitting their observations; whereas no objection of a nature to justify the refusal of negative clearance has been made;

whereas the Commission can therefore find, in response to the application from the undertakings concerned, that on the basis of the information available to it there are no grounds for it to intervene in respect of the agreement in question pursuant to the provisions of Article 85 (1) of the Treaty;

III

8. Whereas the agreement of September 12, 1940, by which the nitrogen producers established in Belgium entrusted to Cobelaz the joint marketing of their simple nitrogenous fertilizers and which was in existence at the date of entry into force of Regulation No. 17 (March 13, 1962), was modified after that date with the aim of depriving Cobelaz, as from July 1, 1962, of the right to export to Member States of the EEC synthetic nitrogenous fertilizers manufactured in Belgium; whereas the provisions designed to govern the relations between Cobelaz and the producers of synthetic nitrogenous fertilizers on that new basis were the subject of a separate legal instrument which the undertakings concerned notified to the Commission on October 31, 1962, i.e. within the period laid down in Article 5 (1) of Regulation No. 17; whereas, since the agreement did not fulfil the conditions for the application of Article 85 (3), the interested parties modified it again as from July 1, 1967, as set out above, in such a way that it is no longer covered by the prohibition contained in Article 85 (1) of the Treaty; whereas it follows from the foregoing that the conditions for application of Article 7 (1) of Regulation No. 17 are satisfied;

whereas, it follows that, in respect of the versions of the agreement prior to July 1, 1967, the prohibition contained in Article 85 (1) applies only for the period laid down by the Commission; whereas in

this respect, account should be taken in this specific case, of the fact that the undertakings concerned had already attempted, after the entry into force of Regulation No. 17, to render the agreement compatible with the provisions of Article 85 of the Treaty, by reserving the right to export individually within the common market; whereas they informed the Commission, within the period which the latter allowed them for answering its statements of objections of October 14, 1966, of their intention to modify the agreement again in such a way as to remove the grounds for complaint and whereas they did in fact put an end to the provisions complained of and practices in question within a reasonable period, in fact, on July 1, 1967, that is at the beginning of the next marketing year for nitrogenous fertilizers; whereas these circumstances are sufficient to justify non-application of the prohibition contained in Article 85 (1) for the whole of the period prior to July 1, 1967, the date of entry into force of the version of the agreement in respect of which negative clearance may be issued,

HAS TAKEN THIS DECISION:

Article 1

There are no grounds for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of Article 85 (1) of the Treaty establishing the European Economic Community, in respect of the joint marketing agreement between the 'Comptoir belge de l'azote', the 'Fédération belge des producteurs d'azote' and the undertakings producing synthetic nitrogenous fertilizers who are members of the Federation, in the version resulting from the modifications which entered into force on July 1, 1967.

Article 2

The prohibition contained in Article 85 (1) shall not apply to earlier versions of the agreement for the period between March 13, 1962 and July 1, 1967.

Article 3

This decision is addressed to the following undertakings:

1. Fédération belge des producteurs d'azote. S.C., of Brussels
2. Comptoir belge de l'azote, S.C., of Brussels
3. Ammoniaque synthétique et dérivés, S.A., of Bruxelles
4. Société belge de l'azote et des produits chimiques du Marly, S.A., of Ougrée
5. Société Carbochimique, S.A., of Brussels
6. Société Anonyme pour la fabrication des engrais azotés, of Brussels
7. Société des usines chimiques Ugine Kuhlmann, S.A., of Paris
8. UCB – Union chimique – Chemische Bedrijven, S.A., of Brussels

Common agricultural policy

THE TEXTS of the following Regulations, Decisions and Directives which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, Decisions and Directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

GENERAL

The *Board of Trade Journal* dated October 4, 1968 (page 943) contained a notice about the draft texts of a number of proposed Directives affecting various agricultural products. These proposed Directives have now been approved and their texts have been published in the *Journal Officiel des Communautés Européennes* No. L48 dated February 26, 1969, as follows:

Directive 69/60/CEE modifies **Directive 66/402/CEE** concerning the marketing of seed grain.

Directive 69/61/CEE modifies **Directive 66/400/CEE** concerning the marketing of beet seed.

Directive 69/62/CEE modifies **Directive 66/403/CEE** concerning the marketing of seed potatoes.

Directive 69/63/CEE modifies **Directive 66/401/CEE** concerning the marketing of forage crop seeds.

Directive 69/64/CEE modifies **Directive 66/404/CEE** concerning the marketing of sylvicultural propagation materials.

CEREALS

The *Board of Trade Journal* dated March 7, 1969 (page 720) contained the text of **Regulation (CEE) No. 291/69** relating to the opening of tenders for the movement of 50,000 tonnes of soft wheat as aid to Turkey. The *Journal Officiel des Communautés Européennes* No. C28 dated March 1, 1969, contains the text of

(*Continued on next page*)

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a modification to the above Regulation concerning shipping, transport and f.o.b. charges for soft wheat coming from stocks of 'Einfuhr und Voratsstelle für Getreide und Futtermittel (EVSt-G).

OILS, FATS AND OIL SEEDS

Regulation (CEE) No. 395/69 fixes the production refund for olive oil used in the manufacture of tinned fish and vegetables (*Journal Officiel* No. L51 dated March 1, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 390/69 modifies **Regulation (CEE) No. 1173/68** relating to special import regulations for young cattle and calves (*Journal Officiel* No. L51 dated March 1, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 396/69 modifies **Regulation (CEE) No. 198/69** relating to the disposal of butter, at a reduced price, to certain manufacturers in the community (*Journal Officiel* No. L51 dated March 1, 1969).

Decision 69/71/CEE relates to measures permitting certain categories of consumers to buy butter at a reduced price (*Journal Officiel* No. L52 dated March 3, 1969).

SUGAR

Regulation (CEE) No. 374/69 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L50 dated February 28, 1969).

Regulation (CEE) No. 354/69 modifies the denaturation premiums for sugar, fixed by **Regulation (CEE) No. 840/68** (*Journal Officiel* No. L49 dated February 27, 1969).

Regulation (CEE) No. 356/69 fixes the basic amount of the refund for syrups and certain other products of the sugar sector, exported in a natural state (*Journal Officiel* No. L49 dated February 27, 1969).

Regulation (CEE) No. 389/69 completes **Regulation (CEE) No. 774/68** in order to establish, for syrups, the methods of application for the compensation system for storage costs in the sugar sector (*Journal Officiel* No. L51 dated March 1, 1969).

SWITZERLAND

Visits of businessmen to Zurich

IT IS UNDERSTOOD that, as a result of a fire at the Zurich telephone exchange, a considerable number of city lines have been put out of action, and many will not be restored for some weeks. Prospective business visitors to Zurich are therefore asked to note that at present it is extremely difficult for the Consulate-General to make appointments for them.

Special rates of duty for certain commodities: correction

THE *Board of Trade Journal* of February 28, 1969, published an Order of the Swiss Federal Department of Finance and Customs effective from January 1, 1969, which made amendments to the special rates of duties on certain commodities. The amendment to Tariff item Nos. 8707.20 and 8714.80 should have been shown as follows:

Tariff No.	Goods	Use	Reduced rate in Fr. per 100 kg. gross
8707.20	*Wheels* and parts of wheels, *rims* and parts of rims, surface treated, *hubs, brakes* and parts of brakes (except compressed air chambers for pneumatic brakes), *steering wheels and other parts for steering* gear and clutch *levers, radiators, fuel tanks.*	For mechanically propelled works trucks of heading No. 8707.10	72·0
8714.80		For machinery and mechanical appliances of all types set out in Chapter 84.	40·0

FRANCE

Global quota for onions

THE FRENCH *Journal Officiel* of February 28 announced that onions (Tariff No. 07.01 ex H), other than for sowing, may now be imported from all countries. Imports effected between March 1 and May 15, 1969 (date of customs clearance) will benefit from liberalization.

The onions must conform to quality standards I and II as defined by Regulation 23 of the Common Agricultural Policy published in the *Journal Officiel* of July 27, 1962. Importers must conform to Ruling 80/63 of the European Economic Community Commission of July 31, 1963 concerning the quality control of fruit and vegetables from third countries.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

AUSTRIA

Reduced rates of turnover equalisation tax

THE AUSTRIAN Bundesgesetzblatt of February 21 published an order ratified by the Austrian Federal Parliament to the effect that from April 1 reduced rates of turnover equalization tax would apply to certain imported goods falling under the Tariff headings 39.03 A 2, 53.10, 56.05 A and 91.01.

Further details can be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

ITALY

Compulsory licences for patents

AN ENGLISH translation of the new Italian law on compulsory licences for patents is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery Lane, London, W.C.2. A notice about this law was published in the *Journal* of November 22, 1968.

SPAIN

Food labelling regulations

NOTICE WAS given in the *Board of Trade Journal* dated April 12, 1968, page 1193, and the *Board of Trade Journal* dated July 26, 1968, page 277, of food labelling regulations applicable to Spain, Spanish possessions and the Canary Islands.

In the *State Gazette* of February 6, 1969, the Spanish authorities published a Decree by which the third Clause of the Order dated March 11, 1968, is clarified as follows:

The requirement in the third Clause of the Order dated March 11, 1968, that 'the details referred to in the preceding clause must be shown by means of a stamped or lithographed inscription, or a label, firmly fixed on the containers . . .' must be interpreted as signifying that these inscriptions must be written in the same way, with the same type and in the same colours as those which appear in the original language.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Suspension of import duties: fishmeal

IN THE *State Gazette* of March 3 the Spanish authorities announced that the import duty on fishmeal (Tariff Heading 23.01B) has been suspended until May 31, 1969.

Reduced duty import quota: tinplate

IN THE *State Gazette* of March 3 the Spanish authorities announced an import quota of 70,000 tons of tinplate (Tariff Heading 73.13-B.3.b) with a reduced duty of 2 per cent. This quota is valid until June 30, 1969.

Import quota: cold rolled sheet coils

IN THE *Board of Trade Journal* of January 17, page 181, notice was given of an import quota of 60,000 tons of cold rolled sheet coils with a duty of 15 per cent but free of 'anti-dumping' duty. The quota has been increased to 70,000 and remains valid until June 30, 1969.

Customs tariff modification

IN THE *State Gazette* of March 3 the Spanish authorities modified the Customs Tariff as follows:

Tariff heading	Description	Definitive duty	Transitory duty
90.28-C 7	Machines and apparatus for co-ordinate measuring with automatic digit reading electronically activated	30%	1%

Reduced duty extension

IN THE *Board of Trade Journal* dated February 7, page 384, notice was given of a reduced duty of 5 per cent for one year on Tariff Heading 84.11-D.2. This duty is only valid until November 16, 1969.

Inquiries about the above Notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

PORTUGAL

Imports of iron and steel products

THE PORTUGUESE *Diario do Governo*, No. 292, 1st Series dated December 12, 1968, published Decree Laws Nos. 48757 and 48760 which made various amendments to the Customs Tariff for iron and steel and related products.

1. The following preliminary note shall be added to Chapter 73.

'6. For the purposes of customs tariff charges, the alloy steels covered by note 1(d) shall be divided into two categories:

(a) alloy steels containing by weight one or more of the elements specified hereunder in the following proportions:

2 per cent or more of silicon;
2 per cent or more of manganese;
2 per cent or more of chromium;
2 per cent or more of nickel;
0.3 per cent or more of molybdenum;
0.3 per cent or more of vanadium;
0.5 per cent or more of tungsten;
0.5 per cent or more of cobalt;
0.3 per cent or more of aluminium;
1 per cent or more of copper.

(b) other alloy steels.'

2. The rates of duty on the headings and sub-headings shall be amended and/or additional or re-worded sub-headings shall be added, as follows:

Tariff Heading No.	Sub Heading No.	Description	Rate of Duty	
			Maximum	Minimum
26.01	03	Metallic ores and concentrates and roasted iron pyrites: Not specified.	Free	Free
26.02		Slag, dross, scalings and similar waste from the manufacture of iron or steel.	Free	Free
27.04		Coke and semi-coke of coal, of lignite or of peat.	Free	Free
73.03		Waste and scrap metal of iron and steel.	Free	Free
73.04		Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel.	Free	Free
73.05		Iron or steel powders; sponge iron or steel.	Free	Free
	01	Iron or steel powders.		
	02	Sponge iron or steel	Free	Free
73.06		Puddled bars and pilings, ingots, blocks, lumps and similar forms of iron or steel.	Esc. 1·00 per Kg.	Esc. 0·50 per Kg.
		Note: These shall be free of duty when imported by industrial concerns engaged in forging or rolling legally established in Portugal, who use them solely in that industry, following a favourable report by the Inspectorate General of Agricultural and Industrial Products.		
73.07		Blooms, billets, slabs and sheet bars (including tinplate bars) of iron or steel; pieces roughly shaped by forging of iron or steel:		
	01	Blooms, billets, slabs and sheet bars.	Esc. 1·00 per Kg.	Esc. 0·50 per Kg.
	02	Pieces roughly shaped by forging.	Esc. 10·00 per Kg.	Esc. 5·00 per Kg.
		Note: These shall be free of duty when imported by industrial concerns engaged in forging or rolling, legally established in Portugal, who use them solely in that industry, following a favourable report by the Inspectorate General of Agricultural and Industrial Products.		
73.09		Universal plates of iron or steel:		
	01	Of a width of 300 mm. or less and of a thickness of 60 mm. or less.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	02	N.s.m.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
73.10		Bars and rods (including wire rod), of iron or steel; hot-rolled, forged, extruded, cold-formed or cold-finished (including precision made); hollow mining drill steel:		
		Bars and rods (including wire rod), forged or extruded, the greatest dimension of the cross-section of which measures 5 mm or less:		
	01	Wire rod, in coils . . .	Esc. 2·80 per Kg.	Esc. 1·40 per Kg
	02	Hollow mining drill steel .	Esc. 0·80 per Kg.	Esc. 0·40 per Kg.
	03	Twisted bars and rods for reinforcing concrete and cement.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	04	Bars and rods of circular cross-section, of a diameter not exceeding 170 mm.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	05	Bars and rods of square cross-section not exceeding 170 mm. side.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	06	Bars and rods of rectangular cross-section, of a width not exceeding 300 mm. and a thickness not exceeding 60 mm.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	07	Other bars and rods, the cross-section of which is contained within a circumference not exceeding 170 mm. in diameter.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
73.11		Angles, shapes and sections of iron and steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements:		
	03	Angles with equal or unequal limbs not exceeding 200 mm. in width of the larger side.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	04	T sections not exceeding 180 mm. in height.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	05	I and H sections not exceeding 340 mm. in height.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	06	U sections not exceeding 320 mm. in height.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	07	Other sections of a weight not exceeding 15 Kg. per metre:		
		Hot-rolled, forged or extruded .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	08	Cold-formed or cold-finished .	Esc. 3 per Kg.	Esc. 1·50 per Kg.
	09	N.s.m.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
73.12		Hoop and strip, of iron or steel, hot-rolled or cold-rolled:		
	03	N.s.m.	Esc. 2·80 per Kg.	Esc. 1·40 per Kg.
73.13		Sheets and plates, of iron or steel, hot-rolled or cold-rolled:		
	01	Clad with other metals by any process.	Esc. 4·40 per Kg.	Esc. 2·20 per Kg.
	02	Printed, varnished, painted, enamelled or covered with plastic materials.	Esc. 5 per Kg.	Esc. 2·50 per Kg.
		N.s.m.:		
	03	cold-rolled	Esc. 2·80 per Kg.	Esc. 1·40 per Kg.

(*Continued on next page*)

PORTUGAL, *continued*

Tariff Heading No.	Sub Heading No.	Description	Rate of Duty Maximum	Rate of Duty Minimum
73.13	04	of a thickness not exceeding 3 mm.	Esc. 2·80 per Kg.	Esc. 1·40 per Kg.
		of a thickness exceeding 3 mm..	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
73.14		Iron or steel wire, whether or not coated, but not insulated:		
		Not covered with textile materials:		
	02	Covered with other metals by any process.	Esc. 3 per Kg.	Esc. 1·50 per Kg.
	03	N.s.m.	Esc. 3 per Kg.	Esc. 1·50 per Kg.
		Note: When the greatest dimension of the cross-section does not exceed 5 mm. and the carbon content does not exceed 0·3%, iron and steel wire intended for the manufacture of coated electrodes shall be assessed, on importation, at a duty of 30 centavos per Kg. under the maximum tariff and 10 centavos per Kg. under the minimum tariff if in the opinion of the General Inspectorate of Agricultural and Industrial Products, it is of a kind which cannot be produced economically in Portugal. In order to qualify for this concession, the manufacturers in question shall undertake in writing not to use wire imported under this heading for any other purpose than the manufacture of coated electrodes. Should such wire be used for any other purpose than that specified above, such fact shall be considered as an attempt to evade the payment of the duties relevant to the sub-heading to which this note refers. The manufacturers concerned shall enter in a special register the quantities imported and the respective deliveries made, and shall supply the Customs with all details necessary to the verification of use and the control of stocks. Furthermore, the manufacturers shall undertake to supply the Customs, at the time of importation, with all possible details characterizing such wire, in particular, its chemical composition, together with a sample of each shipment, that sample to be taken in the presence of Customs officers and sent to the General Directorate of Customs for verification that the characteristics correspond to those of wire normally used for the manufacture of electrodes.		
73.15		Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14: Puddled bars and pilings; ingots, lumps and similar forms:		
		Note: These shall be free of duty when imported by industrial concerns engaged in forging or rolling, legally established in Portugal, who use them solely in that industry, following a favourable report by the Inspectorate-General of Agricultural and Industrial Products.		
	01	Products falling within category (a) of Note 6 to this Chapter.	Esc. 72 per metric ton (gross weight)	Esc. 24 per metric ton (gross weight)
	02	Other products . . .	Esc. 1·50 per Kg.	Esc. 0·50 per Kg.
		Blooms, billets, slabs and sheet bars:		
		Note: These shall be free of duty when imported by industrial concerns engaged in forging or rolling, legally established in Portugal, who use them solely in that industry, following a favourable report by the Inspectorate-General of Agricultural and Industrial Products.		
	03	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	04	Other products . . .	Esc. 1·50 per Kg.	Esc. 0·50 per Kg.
		Pieces roughly shaped by forging:		
		Note: These shall be free of duty when imported by industrial concerns engaged in forging or rolling, legally established in Portugal, who use them solely in that industry, following a favourable report by the Inspectorate-General of Agricultural and Industrial Products.		
	05	Products falling within category (a) of Note 6 to this Chapter.	Esc. 10 per Kg.	Esc. 5 per Kg.
	06	Other products . . .	Esc. 10 per Kg.	Esc. 5 per Kg.
	07	Coils for re-rolling . . .	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
		Universal plates:		
	08	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
73.15	09	Other products: of a width not exceeding 300 mm. and thickness not exceeding 60 mm.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	10	N.s.m.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
		Bars and rods:		
		Wire rods, in rolls:		
	11	Products falling within category (a) of Note 6 of this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	12	Other products . . .	Esc. 2·80 per Kg.	Esc. 1·40 per Kg.
	13	Hollow mining drill steel .	Esc. 0·80 per Kg.	Esc. 0·40 per Kg.
		Twisted bars and rods for reinforcing concrete and cement:		
	14	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	15	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		Bars and rods of circular cross-section, of a diameter not exceeding 170 mm.:		
	16	Products falling within category (a) of Note 6 to this Chapter. . . .	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	17	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		Bars and rods of square cross-section, of side not exceeding 170 mm.:		
	18	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	19	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		Bars and rods of rectangular cross-section, of a width not exceeding 300 mm. and a thickness not exceeding 60 mm.:		
	20	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	21	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		Other bars and rods, the cross-section of which is contained within a circumference not exceeding 170 mm. in diameter:		
	22	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	23	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	24	Bars and rods, n.s.m. . .	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
		Angles, shapes and sections; sheet piling:		
	25	for sunshades. . . .	Esc. 1·60 per Kg.	Esc. 0·80 per Kg.
		Angles, shapes and sections, twisted, for reinforcing concrete and cement:		
	26	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	27	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		Angles with equal or unequal limbs not exceeding 200 mm. in width of the larger side:		
	28	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	29	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		T sections not exceeding 180 mm. in height:		
	30	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	31	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		I and H sections not exceeding 340 mm. in height:		
	32	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	33	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		U sections not exceeding 320 mm. in height:		
	34	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	35	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		Other sections of a weight not exceeding 15 Kg. per metre:		
	36	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
		Other products:		
	37	Hot-rolled, forged or extruded	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	38	Cold-formed or cold-finished	Esc. 3 per Kg.	Esc. 1·50 per Kg.
	39	N.s.m.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)

Tariff Heading No.	Sub Heading No.	Description	Rate of Duty Maximum	Rate of Duty Minimum
		Hoop and strip:		
		Covered with other metals by any process:		
	40	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	41	Other products . . .	Esc. 3 per Kg.	Esc. 1·50 per Kg.
		Printed, varnished, painted or enamelled:		
	42	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	43	Other products . . .	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
		N.s.m.:		
	44	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	45	Other products . . .	Esc. 2·80 per Kg.	Esc. 1·40 per Kg.
		Sheets and plates:		
		Covered with other metals by any process:		
	46	Products falling within category (a) of Note 6 to this Chapter.	Esc. 320 per metric ton (gross weight)	Esc. 160 per metric ton (gross weight)
	47	Other products . . .	Esc. 4·40 per Kg.	Esc. 2·20 per Kg.
		Printed, varnished, painted, enamelled or covered with plastic materials:		
	48	Products falling within category (a) of Note 6 to this Chapter.	Esc. 2·40 per Kg.	Esc. 1·20 per Kg.
	49	Other products . . .	Esc. 5 per Kg.	Esc. 2·50 per Kg.
		N.s.m.:		
	50	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
		Other products:		
	51	Cold-rolled . . .	Esc. 2·80 per Kg.	Esc. 1·40 per Kg.
	52	Hot-rolled, of a thickness not exceeding 3 mm.	Esc. 2·80 per Kg.	Esc. 1·40 per Kg.
	53	Hot-rolled of a thickness greater than 3 mm.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
		Wire:		
		Covered with textile material:		
	54	Products falling within category (a) of Note 6 to this Chapter.	Esc. 3 per Kg.	Esc. 1 per Kg.
	55	Other products . . .	Esc. 3 per Kg.	Esc. 1 per Kg.
		Not covered with textile material:		
		Covered with other metals by any process:		
	56	Products falling within category (a) of Note 6 to this Chapter.	Esc. 320 per metric ton (gross weight)	Esc. 160 per metric ton (gross weight)
	57	Other products . .	Esc. 3 per Kg.	Esc. 1·50 per Kg.
		N.s.m.:		
	58	Products falling within category (a) of Note 6 to this Chapter.	Esc. 160 per metric ton (gross weight)	Esc. 52 per metric ton (gross weight)
	59	Other products . . .	Esc. 3 per Kg.	Esc. 1·50 per Kg.

Note: When the greatest dimension of the cross-section does not exceed 5 mm. and the carbon content does not exceed 0·3% iron and steel wire intended for the manufacture of coated electrodes shall be assessed, on importation, at a duty of 30 centavos per Kg. under the maximum tariff and 10 centavos per Kg. under the minimum tariff if in the opinion of the General Inspectorate of Agricultural and Industrial Products, it is of a kind which cannot be produced economically in Portugal. In order to qualify for this concession, the manufacturers in question shall undertake in writing not to use wire imported under this heading for any other purpose than the manufacture of coated electrodes. Should such wire be used for any other purpose than that specified above, such fact shall be considered as an attempt to evade the payment of the duties relevant to the sub-heading to which this note refers. The manufacturers concerned shall enter in a special register the quantities imported and the respective deliveries made and shall supply the Customs with all details necessary to the verification of use and the control of stocks. Furthermore, the manufacturers shall undertake to supply the Customs, at the time of importation, with all possible details characterizing such wire, in particular, its chemical composition, together with a sample of each shipment, that sample to be taken in the presence of Customs officers and sent to the General Directorate of Customs for verification that the characteristics correspond to those of wire normally used for the manufacture of electrodes.

Tariff Heading No.	Sub Heading No.	Description	Rate of Duty Maximum	Rate of Duty Minimum
73.24		Compressed gas cylinders and similar pressure containers of iron or steel:		
	01	Welded	Esc. 3·20 per Kg.	Esc. 1·60 per Kg.
	02	N.s.m.	Esc. 3·20 per Kg.	Esc. 1·60 per Kg.
73.32		Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron and steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel:		
	02	Threaded bolts and screws, including washers and nuts when fitted therewith.	Esc. 20 per Kg.	Esc. 10 per Kg.
83.15		Wire rods, tubes, plates, electrodes and similar products, of base metal or of metal carbides, coated or cored with flux material of a kind used for soldering, brazing, welding or deposition of metal or of metal carbides; wire and rods, of agglomerated base metal powder, used for metal spraying.	Esc. 24·30 per Kg.	Esc. 8·10 per Kg.

N.s.m. = Not separately mentioned.

3. The following amendments should be made to the list of goods which are exempt from import duty in Portugal under Article 3 of the EFTA Convention (see list published in the *Board of Trade Journal* of January 26, 1968).

(a) Delete the products corresponding to the heading or sub-headings Nos. 73.09, 73.12.04, 73.15.01, 73.15.02, 73.15.10, 73.15.11, 73.15.12 and 73.18.05.

(b) Amend the numbers of sub-headings '73.10.03' to '73.10.02' and '73.11.06' to '73.11.09',

(c) Insert the following products

73.02	73.15.14	73.15.32	73.24.02
73.09.02	16	34	73.25.01
73.15.01	18	36	
03	20	39	
05	22	40	
06	24	42	
07	25	44	
08	26	50	
10	28	53	
13	30		

4. The reduction of duty under Annex G, para. 4(a) due on January 1, 1970 shall be deferred until January 1, 1973 in respect of the product falling within the following tariff headings and sub-headings:

73.01	73.15.21	73.15.49	73.27.01
73.09.01	73.15.23	73.15.51	73.29.02
73.10.01	73.15.27	73.15.52	73.31.03
73.10.03-07	73.15.29	73.15.55	73.32.02
73.11.01-08	73.15.31	73.15.57	73.32.03
73.12.01-03	73.15.33	73.15.59	73.35.05
73.13.01-04	73.15.35	73.18.01	73.39
73.14.01-03	73.15.37	73.18.02	83.15
73.15.09	73.15.38	73.23.01	
73.15.12	73.15.41	73.23.02	
73.15.15	73.15.43	73.24.01	
73.15.17	73.15.45	73.25.02	
73.15.19	73.15.47	73.26	

These duty changes and amendments came into force on January 29, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of December 10, 1968 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
70.09	Mirrors framed or unframed, including rear-view mirrors.

Existing orders could be admitted quota-free until November 27, 1968.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

SIERRA LEONE

Customs tariff amendments

PUBLIC NOTICE No. 22 of 1969, The Customs Tariff (Amendment) Order, 1969, published in the Sierra Leone *Official Gazette* of February 21, amended, with effect from February 7, Part A of the First Schedule to the Customs Tariff as follows:

First schedule

Part A – Import Duties

Tariff No.	Tariff Description	Rate of duty	Statistical No.	Statistical description	Unit of quantity
03.01	(a) By varying the rate of duty in heading No. 03.01 to read as follows: Fish, fresh (live or dead), chilled or frozen (b) By replacing the items described under tariff Nos. 19.07/08, 22.08, 30.05, 61.01/02, 71.16, 73.27, 74.11 and 76.13 by the following new items:	the 100 lb. – Free	031–100	—	cwt.
19.07/08	Bread, pastry, biscuits, cakes and other bakers' wares whether or not containing sugar, eggs, fats, cheese, fruit or any proportion of cocoa: A. Cabin bread B. Ordinary bakers' wares including rusks C. Other	Free 13⅓% 60%	048–411 048–490	— —	cwt. cwt.
22.08	Ethyl alcohol or neutral spirits, undenatured, whether or not rectified of a strength of eighty degrees or higher; denatured spirits (including ethyl alcohol and neutral spirit of any strength): A. Methylated: (1) Imported solely for medical or scientific purposes and not for resale (2) Other B. Other non-potable spirits: (1) Imported solely for industrial purposes and not for resale (2) Other C. Other	the gal. Le 0·34 the gal. Le 7·50 the gal. Le 4·00 the gal. Le 7·50 the gal. Le 24·00	512–020 512–030 512–010	— — —	gal. gal. gal.
30.05	Other pharmaceutical goods as defined in Note 3 to this Chapter: A. Dental amalgams, cement and fillings B. Other	Free 36⅔%	541–990		
61.01/02	Outer garments: A. Blouses B. Sarongs (exceeding one-third square yard) C. Raincoats and rain-capes D. Containing man-made fibres E. Other, n.e.s.	the dozen Le 2·65 or 35% Duty according to constituent materials at the rates shown for woven fabrics in Chapters 50 to 57 36⅔% 45⅝% 36⅔%	841–030 841–040 841–010 841–021 841–029	— — — — —	No. No. and sq. yard No. No. No.
71.16	Imitation jewellery: A. Mainly of plastic material B. Other	36⅔% 65%	897–210 897–290		
73.27	Gauze, cloth, grill, netting, fencing, reinforcing fabric, and similar materials of iron or steel wire	36⅔%	693–300		
74.11	Gauze, cloth, grill, netting, fencing, reinforcing fabric, and similar materials (including endless bands), of copper wire	36⅔%	693–320		cwt.
76.13	Gauze, cloth, grill, netting, reinforcing fabric and similar materials, of aluminium wire	36⅔%	693–330		cwt.
87.03	(c) by varying the rate of duty in heading No. 87.03 B to read as follows: Special purpose motor lorries and vans (such as breakdown lorries, fire-engines, fire-escapes, snow-ploughs, spraying lorries, searchlight lorries, mobile-workshops and mobile radiological units), but not including the motor vehicles of heading No. 87.02: B. Other	30%	732–490		No.

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1969 (No. 15), published as Rhodesian Notice No. 146 on February 28, amends Part 1 of the Customs and Excise (Suspension) Regulations to the following extent:

Item	Duty
(a) By the repeal of: Ex 295 (4) Kraft paper (printed), coated with both wax and polythene and the substitution, under the appropriate headings, of: Ex 295 (4) Printed kraft paper, coated on one side with wax and on the other side with polyethylene	Free Free
and (b) By the repeal of: Ex 296 (1) (f) Kraft paper (printed), coated with both wax and polythene and the substitution, under the appropriate headings, of: Ex 296 (1) (f) Printed kraft paper, coated on one side with wax and on the other side with polyethylene	Free Free

Note:

Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above are published for information only.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

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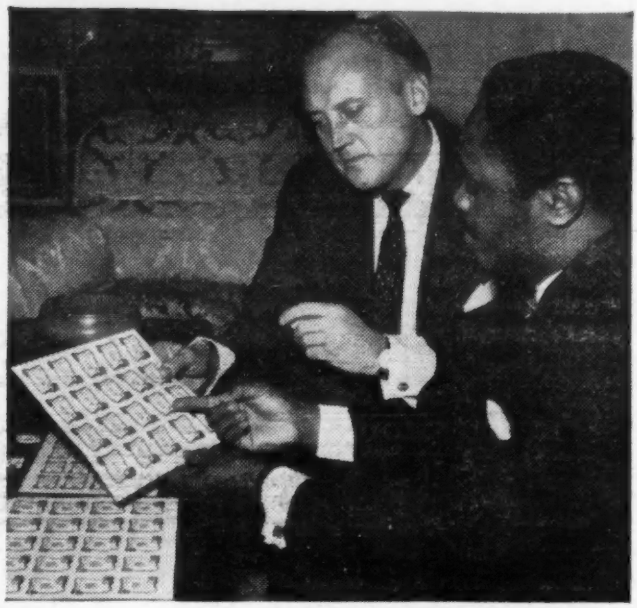
Her Majesty's Stationery Office, 49 High Holborn, WC1.



Mr. John Jennings, director of Samuel Jones, shows Lt.-Col. Ambrose Genda, High Commissioner for Sierra Leone, the first issue of a new self-adhesive Sierra Leone postage stamp to mark the fifth anniversary of the world's first no-lick stamp which also came from Sierra Leone. The new stamps were issued on March 1. During the past five years, Samuel Jones & Co. Ltd., a Wiggins Teape company widely known for their pressure sensitive labels for industry, have supplied papers for more than 15 million Sierra Leone stamps. Printed by Walsall Security Printers Ltd., the Sierra Leone stamps are the world's only regular postage stamps to be self-adhesive and they come in unusual free-form shapes. The latest Sierra Leone series is scroll-shaped.

AUSTRALIA

Tariff Board inquiry on factice

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of factice (tariff item 40.02.100).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff item	Goods	Rates of duty	
		General	Preferential
40.02	Synthetic rubber latex; pre-vulcanized synthetic rubber; synthetic rubber latex; factice derived from oils:		
40.02.100	Factice	Free	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than March 31. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 533/69.

NEW ZEALAND

Emergency Protection Authority reports

COPIES OF THE following New Zealand Emergency Protection Authority reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
82.03.03	Eyebrow tweezers.
84.39.01	Hat making blocks.
90.16.09	Static wheel balancers; carpenters 3-foot rules; professional set squares; bar parallel rules; parallel motion straight edge units; student hardwood T-squares; brass rolling parallel rules; bubble spirit levels.
90.25.00	Leak detectors (for halogenous hydro-carbons.
90.17.10	Incubators for premature infants.
73.38.21 74.18.01 76.15.01	Domestic capacity measures of iron, steel, copper and aluminium.
98.11.01	Smoking pipes.
82.04.05	Oil cans.

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Electric clocks (tariff item 91.04.02).

Clock cases and surrounds (tariff item 91.10.00).

(*Continued on page* 801)

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Details of the tariff items, under which the above-mentioned goods are dutiable, are given below:

Tariff Item	Unit	British Preferential	Most-Favoured Nation	General
91.04 91.10.00	No.	15% The rates applicable to the goods for which the cases have been designed.	35%	45%

The Emergency Protection Authority is required to report to the Minister by April 8, 1969.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

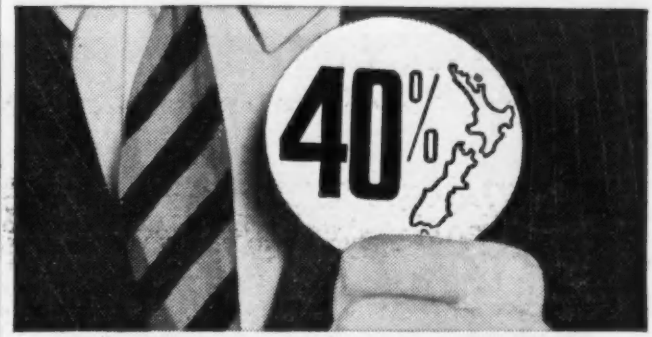
Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24548/G.

Tariff changes

DETAILS ARE given below of changes in the New Zealand Customs Tariff, which came into effect on February 10, 1969.

Tariff item	Description	Unit	British Preferential	Most Favoured Nation	General
73.38	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of iron and steel: Domestic articles and parts thereof: Capacity measures and parts thereof:				
73.38.31	As may be determined by the Minister .	..	25%* Australia Free	45%*	60%*
73.38.32	Other . . Other hollowware and parts thereof:		Free	20%	25%
73.38.33	Of stainless steel . .	Cwt.	25% Australia / Canada 35%	50%	60%
73.38.34	Enamelled .	Cwt.	25% Australia / Canada 35%	50%	60%
73.38.35	Other . .	Cwt.	25% Australia / Canada 35%	50%	60%
73.38.39	Other kinds .	Cwt.	25% Australia / Canada 35%	50%	60%
74.18	Other articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles of ware, of copper: Capacity measures and parts thereof:				
74.18.03	As may be determined by the Minister . . .	..	25%*	45%*	60%*
74.18.04	Other . . .	..	Free	20%	25%
74.18.05	Dish and pot scourers	Cwt.	25% Australia / Canada 35%	50%	60%
76.15	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of aluminium: Capacity measures and parts thereof:				
76.15.11	As may be determined by the Minister . . .	..	25%*	45%*	60%*
76.15.12	Other . . .	..	Free	20%	25%
76.15.13	Gas cooking and heating apparatus and parts thereof .	Cwt.	27½% Australia 35%	60%	60%
76.15.14	Dish and pot scourers	Cwt.	25% Australia / Canada 35%	50%	60%

(*Continued on page 804*)



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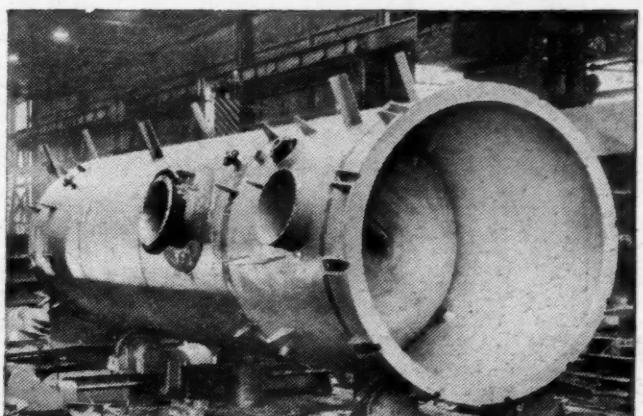

One of two stainless steel flash columns for New Zealand's first natural gas treatment plant undergoing final inspection at the Newton Chambers Engineering Limited, Thorncliffe (near Sheffield), construction shops. The vessels, part of a £1.5 million natural gas treatment scheme, were fabricated by Newton Chambers Engineering in four weeks, a claimed record time, in order to meet a critical sailing date.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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NEW ZEALAND, *continued*

Tariff item	Description	Unit	British Preferential	Most Favoured Nation	General
76.15.15	Holloware, except capacity measures and sanitary ware, and parts thereof .	Cwt.	25% Australia / Canada 35%	50%	60%
76.15.16	Sanitary ware and parts thereof .	Cwt.	25%	45%	50%
76.15.19	Other . . .	Cwt.	25% Australia / Canada 35%	50%	60%
90.17	Medical, dental, surgical and veterinary instruments and appliances (including electro-medical apparatus and ophthalmic instruments):				
	Electro-medical apparatus:				
90.17.11	Incubators for premature infants .	..	15% Australia Free	27%	40%
90.17.19	Other . . .	..	Free	12%	25%

*Or such lower rate of duty as the Minister may in any case direct.

The following tariff items were revoked on February 10, 1969.

73.38.21	74.18.01	76.15.04
73.38.22	74.18.02	76.15.05
73.38.23	76.15.01	76.15.09
73.38.24	76.15.02	90.17.10
73.38.29	76.15.03	

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Sir Peter Runge, chairman of the British National Export Council (third from left), presenting four premier awards won at the American Point-of-Purchase exhibition by UDO Associates in London on February 27. This is the first time that a British firm has exhibited and been awarded OMA statuettes by the Point-of-Purchase Advertising Institute of America. Left to Right: Christopher Morgan, marketing and creative director UDO; John Brown, marketing director, Carreras Ltd.; Sir Peter Runge; Alan Richmond, chairman UDO Associates.

UNITED STATES

Guides for the dog and cat food industry

THE *Board of Trade Journal* of August 2, 1968 gave notice of a proposal of the United States Federal Trade Commission to issue guides for the dog and cat food industry to assist manufacturers and other sellers of dog and cat foods to avoid violations of the Federal Trade Commission Act in the labelling and advertising of their products.

After consideration of all the comments received on this proposal, the Federal Trade Commission has now published guides which become effective on September 1, 1969, with the exception of certain labelling provisions which become effective on March 1, 1970.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle safety standards

THE UNITED STATES Federal Highway Administration has amended motor vehicle safety standard No. 205 (glazing materials) by revoking Section S3.2 which relates to materials for use in the forward facing windows of campers.

This amendment became effective on February 27, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Trade Mark Act, 1946

A NOTICE IN the Federal Register No. 29, of February 12, announces that the United States Patent Office is considering a change in the Trade Mark rules of practice relating to classification of goods and services. The proposed change would establish the International Classification of Goods and Services to which Trade Marks are applied, as revised at Stockholm in July 1967, as the primary and sole classification of goods and services for registration of trade marks and service marks commencing on July 1, 1969.

The notice states that all persons who desire to present their views, objections, recommendations or suggestions in connection with the proposed change are invited to do so in writing on or before April 15. Comments should be submitted to the United States Patent Office, Crystal Plaza, Arlington, Virginia, United States.

A copy of the notice is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention, Chancery House, Chancery Lane, London, W.C.2.

BRAZIL

Changes in customs tariff rates

A NOTICE was published in the *Board of Trade Journal* dated January 24 giving details of increases in the *ad valorem* duties on manufactured tobacco. Decree Law No. 399 of December 31, 1968 imposes the following specific duties, in addition to the *ad valorem* duties, on manufactured tobacco.

Tariff No.	Description	Unit	Duty specific NCr$
24.02	Manufactured tobacco:		
002	Cigars	Each	3·80
003	Cheroots	Each	2·00
004	Cigarettes	Per pack of 20	3·00
005	Other	Legal kilo	60·00

Under Resolution 600 of January 9, 1969 the following items will be admitted free of duty until January 24, 1970.

Tariff No.	Description
25.28	Natural cryolite.
28.29	Fluorides, fluorosilicates, fluoroborates and other complex fluorine salts:
005	Aluminium fluoride.
011	Aluminium sodium fluoride (synthetic cryolite).

Under Resolution 601 the duty on sorbitol (sorbite) falling within heading 29.04.036 has been increased from 30 per cent to 40 per cent *ad valorem* c.i.f.

Resolution 595 of December 24, 1968 placed a minimum value

of US$500.00 c.i.f. per ton on phthalic anhydride falling within tariff heading 29.15.002.

Under Resolution 594 of December 24, 1968 duties on the following items were raised from 37 per cent to 50 per cent *ad valorem* c.i.f.

Tariff No.	Description
29.15	Polyacids and their anhydrides, acid halides, peracids and acid peroxides and their halogenated, nitrated or sulphonated derivatives:
003	Butyl phthalate.
004	Cyclohexyl phthalate.
005	Ethyl phthalate.
006	Methyl phthalate.
007	Octyl phthalate.
008	Other salts and esters of phthalic acids.

Under Resolution 602 of January 9, 1969 the following items will be admitted free of duty until January 26, 1970.

Tariff No.	Description
31.04	Mineral or chemical fertilizers, potassic, not intermixed and without other than inert substances added thereto:
002	Potassium nitrates with a KNO_3 content of 98 per cent or less.
004	Potassium sulphate with a K_2O content of 52 per cent or less.
005	Magnesium and potassium double sulphate with a K_2O content of 30 per cent or less.

Under Resolution 602 of Jannary 7, 1969 the following tariff amendment was introduced.

Tariff No.	Description	Duty *ad val.* c.i.f.
39.02	Plastic materials and artificial or synthetic resins obtained by condensation, polycondensation or polymerization, whether or not modified, in flakes, granules, clots, pieces, powder or similar unmanufactured forms, including waste thereof:	
005	Amino resins: of urea, melamine or the like:	
01	Used in the preparation of glues, adhesive mixtures, aglutinants and agglomerants	55%
02	Other	30%

Under Resolution 597 of January 14, 1969 the specific duty on box cameras has been increased as follows.

Tariff No.	Description	Unit	Duty Specific NCr$
90.08	Photographic cameras:		
001	With fixed focus or meniscus lens and snapshot shutter or snapshot and pose shutter (box cameras and the like)	Each	13·40

Under Resolution 608 of December 12, 1968 the following tariff amendments were introduced.

Tariff No.	Description	Duty *ad val. c.i.f.*
39.08	Cellulose esters in a semi-manufactured form:	
001	Bars, sticks, blocks, angles, shapes and sections, plates or other semi-manufactured forms:	
01	Plates of cellulose acetate of a thickness of more than 0.75 mm	25%
99	Other	45%
002	Laminated or stratified products:	
01	Of cellulose acetate of a thickness of more than 0.75 mm.	25%
99	Other	45%
004	Foil, including stratified foil, or plates of cellulose nitrate	25%

PERU

New tariff item

SUPREME RESOLUTION No. 0169-69HC/DH, issued in the Peruvian official *Gazette* of February 14, 1969, modifies the Customs Tariff by addition of the following new item:

Tariff Item No.	Description	Specific duty	*Ad valorem* duty
67.04 0.02	False eyelashes (including in strip-form to be cut and prepared for sale).	400 soles per legal kilo	100%

The new classification comes into operation 30 days after publication. False eyelashes cut to size and prepared for sale are added to the list of prohibited imports issued under Supreme Decree No. 202-68-HC of June 24, 1968 and published in the *Board of Trade Journal* of July 26, 1968 (page 296).

ARGENTINA

Imports of capital goods

ARGENTINE Central Bank Circular RC No. 370 of January 22 amends the regulations affecting payment terms for imports of capital goods (see *Board of Trade Journals* of July 7 and November 11, 1967, pages 69 and 1214 respectively, and July 7, 1968, page 146). Imports of a value up to US $20,000 may now be paid for under conditions freely agreed between importer and supplier.

CHILE

Amendments to Customs Schedule

THE FOLLOWING amendments were made recently to the Chilean Customs Tariff Schedule:

Tariff item	Description of goods	Specific duty Gold Pesos	*Ad valorem* duty
01.01.01.01	Pure-bred horses intended for breeding	Free	Free (until 31/12/69)
01.05.01	Pure-bred poultry intended for breeding	—	10 (until 31/12/69)
01.06.01	Pure-bred animals, other than animals classified in headings 01.01 to 01.05 inclusive, intended for breeding	Free	Free (until 31/12/69)
04.05.01.02	Fertile eggs for hatching	KG Free	Free (until 30/6/69)
26.01.03.01	Calcined bauxite	Free	10 (until 31/12/69)
27.04.01	Metallurgical coke	GMT 12·00	20
28.16	Anhydrous ammonia in bulk	Free	Free (until 31/12/69)
28.25.01	Titanium dioxide	Free	40 (until 31/12/69)
28.42.01.05	Potassium neutral carbonate	—	40
28.46	Insert new sub-heading:		
01	Sodium borates and perborates	Free	20 (until 31/12/69)
29.04.01.03	Monohydric butanol	Free	Free (until 31/12/69)
29.04.01.06	Monohydric octanol	Free	Free (until 31/12/69)

(*Continued on page* 807)

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*Windwards only †Barbados only

Tariff item	Description of goods	Specific duty Gold Pesos	*Ad valorem* duty
29.08	Insert new sub-heading:		
04	Ethyldigol	KN Free	65
29.11.02	Trioxymethylene (paraformaldehyde)	KG 0·30	60
29.15.01.04	Maleic anhydride	Free	65
29.15.02.02	Phthalic anhydride	Free	65 (but suspended until 31/12/69)
	Delete sub-heading:		
30.04.04	Sterilized adhesive plastic sutures.		
38.06	Concentrated sulphite lye	KN Free	100
38.19	Insert new sub-headings:		
19	Refractory cements	KG Free	60
20	Refractory plastic mixtures	KG Free	60
21	Refractory screeding mixtures	KG Free	60
38.19.08	Amend description to read:		
	Refractory mortars	KG Free	50
40.07	Rubber thread and cord	2·50	85 (until 31/12/69)
40.08.01.02	Plates, sheets, strips and profile shapes, of foam or cellular rubber	KG Free	35 (until 31/12/69)
48.01	Insert new sub-heading:		
09	Paper rolls and sheets, for Jacquard mechanisms and the like	KG 2·00	55
49.01	Delete existing sub-headings and insert:		
01	Paper-bound, or with an ordinary binding	KG Free	11
99	Other	KL 20·00	40
49.11	Amend sub-headings to read:		
01	Commercial printed matter (prospectuses, leaflets, circulars, forms, catalogues, letters, price lists, etc.)	KG 10·00	Free
99	Other	KL 40·00	155
68.16	Insert the following sub-headings:		
01	Bricks, and other refractory parts, not fired, including electrofused:		
01.01	Electrofused	KG Free	60
01.02	Of sintered magnesia (magnesite, sintered) and diromite, in any proportion, united chemically or with binders	KG Free	60
01.99	Other	KG Free	80
99.00	Other	KG 1·00	40
69.01	Insert the following sub-headings:		
01	Refractory insulating bricks	GMQ Free	80
99	Other	GMQ 40·00	240
71.02.01.01	Diamonds	GN 0·05	5 (until 31/12/69)
82.02.01	Insert new sub-heading:		
02	Blades for hand or machine saws, for cutting metals, of high carbon or tungsten steel $\frac{3}{4}$ in. or more in width	KG Free	205 (until 30/6/70)
82.02.01.01	Blades for hand and machine saws, of a width of less than $\frac{3}{4}$ in., including double-edged blades	KG Free	205 (until 31/12/69)
82.02	Insert new sub-heading:		
02	Teeth and segments for saws	KG Free	43
84.22.99.03	Track-mounted cranes with a lifting capacity of over 10 tons	KG Free	60
84.59.01	Amend description to read:		
	Machines for extrusion, injection, blowing and moulding, for industrial use	KG Free	60
84.59.99	Insert new sub-heading:		
07	Extrusion machines, except those for plastics	KG 0·20	90

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

85.10.02	Amend description to read: Safety lamps for use in the presence of explosive gases, and lamps for professional divers and frogmen	KG Free	100
85.20.99	Insert new sub-heading:		
02	Fancy electric lamps	KG 20·0	100
85.23	Insert new sub-heading:		
02	Insulated electric wire, covered with paper, of rectangular or circular section	KG Free	35
87.02.99*	Buses with bodywork	Free	5 (until 31/12/69)
87.02.04.99	Bus chassis, without cabin, with a useful load of 6,000 kilos or more and a minimum distance between axles of 160 inches	Free	5 (until 31/12/69)
87.03	Insert new sub-heading:		
02	Cranes mounted on a lorry chassis and with a lifting capacity of over 10 tons	Free	60
87.05*	CKD chassis for buses and 'taxi' buses	Free	15 (until 31/12/69)
91.01.01 99.02.01 99.03.01	Paintings, drawings, engravings, prints, lithographs, sculptures and statuary, by Chilean artists abroad	KG Free	Free

*When intended solely for public transport services or for transporting school children or workers.

Decree No. 181 published on February 12 suspends the duties and reduces *ad valorem* charges to 5 per cent on moveable cranes, machinery and other items in heading 84.22 when the goods are intended for loading, unloading and transporting goods at ports not controlled by the Empresa Portuaria de Chile, and provided imports have been authorized by the Under Secretary of Transport. The Decree has force until December 31, 1969.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261) - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (0301-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

VENEZUELA

Import licensing restrictions and customs tariff amendments

HM EMBASSY at Caracas report that various Venezuelan Government resolutions recently published introduce import licensing restrictions or increased duties on a number of items. Details are as follows:

Resolution 610 of February 14, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
663.02.00	Paper, paperboard and fabrics, coated with natural or artificial abrasives (4)	0·40

Consignments sent by sea or parcel post covered by consular invoices or despatch notes dated February 24 or earlier do not need an import licence, nor do goods sent by air up to and including March 4.

Resolution 611 of February 14, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
642.09.09.18	Cellulose pulp containers for transporting and storing eggs (4)	1·00

Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated February 24 or earlier do not need a licence, nor do goods sent by air up to and including March 4. The increased duty (these goods were previously free of duty) will take effect 120 days from the date of publication, after which time licences will not be required.

Resolution 613 of February 14, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
716.03.03	Jacks, gin blocks, hoists, winches, cranes and other lifting machinery; loaders, aerial conveyors and other machinery for conveying or loading:	
716.03.03-1	Jacks, whether or not assembled and their components (4)	0·001
716.03.03-9	Other (4)	0·001
721.07.06	Generators, starter motors, ignition distributors, ignition coils, contacts or points, whether or not assembled, and their parts and components, for motor vehicles (4)	0·05

Goods marked (4) are made subject to import licence. Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated February 28 or earlier, do not need an import licence, nor do goods sent by air up to and including March 7,

Resolution 761 of February 25, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
651.06.02-5	Acrylic yarn for weaving (1)	12·00
651.06.02-9	Synthetic yarn for weaving, n.e.s. (1)	12·00
651.06.02-19	Mixed yarn for weaving (1)	12·00
651.06.03-2	Yarn put up for retail sale (4)	6·00
651.06.03-3	Deleted (1)	
651.06.03-5	Deleted (1).	
651.06.03-9	Other yarns, not for weaving (1)	10·00

Goods marked (4) will require import licences indefinitely. Goods marked (1) will require import licences until April 28, 1969, unless they are covered by consular invoices or despatch notes dated February 27 or earlier, or, in the case of goods sent by air, arrive before March 4. The changes in import duty will come into force when the licensing requirement lapses.

Resolution 762 of February 25, 1969

Tariff No.	Description	Rate of duty Bolivares per kilo gross
682.02.03-3A	Tube and pipe connections, of copper or its alloys (4)	0·20
699.14.01-1	Kitchenware of aluminium, with or without coating (1)	10·00
716.15.01-5	Pressure-regulating valves for the oil industry, of zinc or its alloys (1)	10·00
812.03.05-5	Taps and cocks of zinc or its alloys (1)	10·00

Goods marked (1) will require import licences until April 28, 1969. Goods marked (4) will be subject to the licensing requirement indefinitely. Licences will not be required for goods sent by sea or parcel post whose consular invoices or despatch notes are dated February 27 or earlier, or for goods sent by air before March 2. The changes in import duty come into force on April 28.

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentive (Relief from Income Tax) Act, 1967:

Industries	Products
Chemicals	Pigments and dyestuffs for textiles

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance, Singapore, before March 25, 1969, of his objections and of the grounds on which they are based.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757, *Ext.* 7146).

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (Tel. 01-248 9876, Ext. 6147.)

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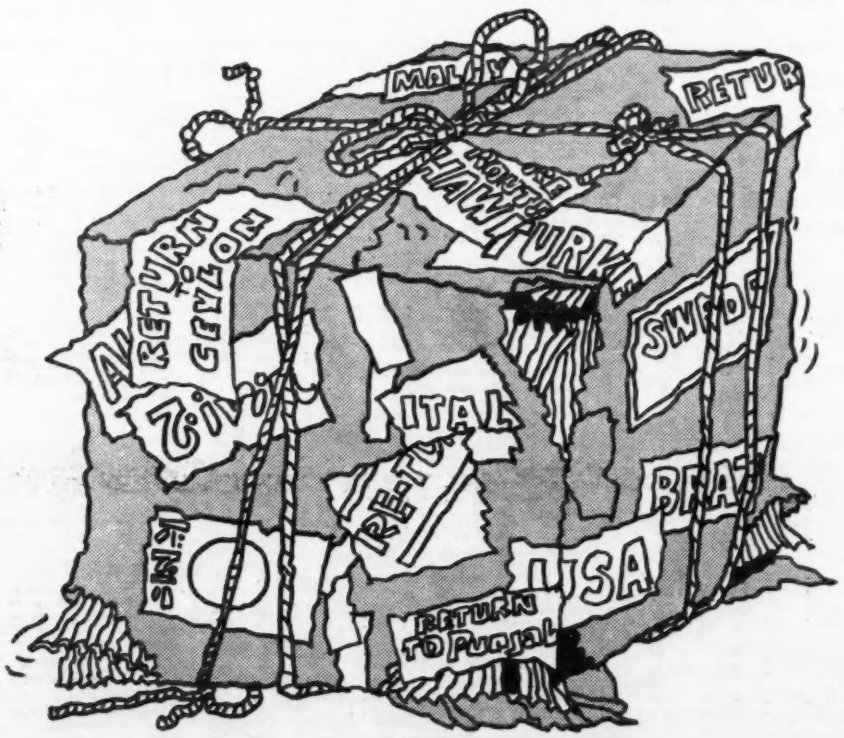

EL AL AIR CARGO, LONDON, 2A CONWAY STREET, W.1. 01-636 1142. MANCHESTER, 218 ROYAL EXCHANGE. 061-832 4208.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to: **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

£50,000/£100,000 YEARLY EXPORT TURNOVER FOR SALE. Textiles and Consumer Goods Merchanting. Suit parties with existing connections Latin-American and Eastern areas. Principals only. Box M11723.

PORTUGUESE SALES/MARKETING EXECUTIVE seeks opportunity of contributing to expansion of export business to Portugal (and, preferably, a few other markets as well). Would consider being posted permanently in Portugal. Available now after over 5 years with large British company (pharmaceuticals; but open mind on change to other fields). University studies (Lisbon, London). Besides Portuguese, fluent English, French, Spanish. Working knowledge German, Italian. FULLY MOBILE. Box M11720.

SCOTS WINE NOVELTY! The Smallest Bottle of Wine in the World? In a Matchbox in Fact! Home/Overseas inquiries welcome. Cumbrae Supply Co., Paisley, Scotland.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

(i) Loose-leaf binders of all types.

(ii) Non-woven fabrics and laminates of non-woven fabrics.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

The following products have been declared 'approved products' for the purposes of the above law:

Electric fans.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated August 9, 1968, page 446.

Export Industry Encouragement Law, 1956

THE Jamaican Minister of Trade and Industry is considering whether the following products should be declared 'approved export products' for the purposes of the above law:

Dimensional paper and cardboard products.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston, 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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By industry (Q)	7 Mar. 1969
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Industry's investment intentions (3 times a year)	24 Jan. 1969
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Board of Trade regional organization	21 Feb. 1969
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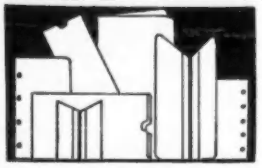
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

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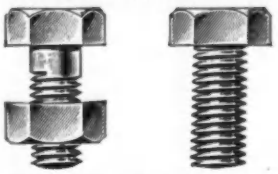
All sizes and types in any material.



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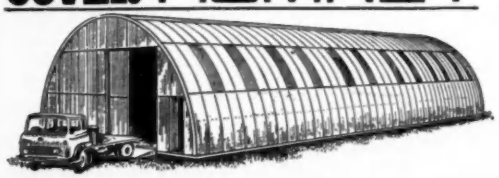

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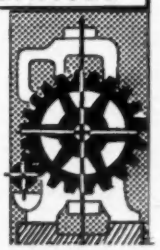
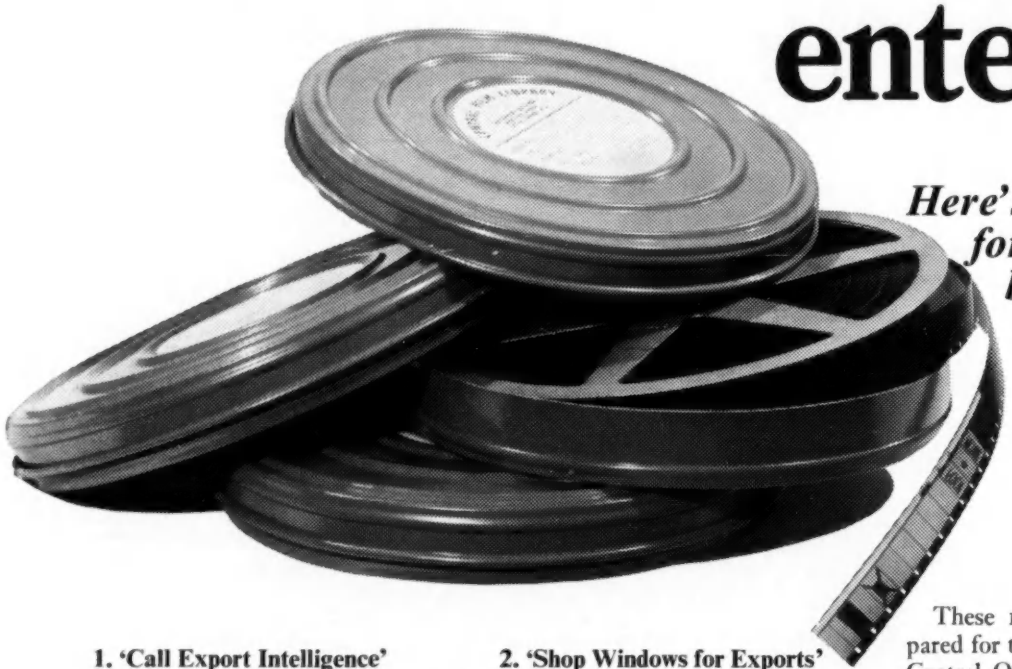


IDDON BROS LTD

Three Board of Trade films on breaking and entering



Here's vital information for any company breaking into overseas markets

1. 'Call Export Intelligence'
This is the most recent of the Board of Trade's films of interest to all exporters. It describes in 30 minutes the structure and operation of the Board's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. It shows how they can provide expert advice and assistance tailored to suit an individual firm's needs.

2. 'Shop Windows for Exports'
A 24-minute colour film which outlines the respective merits of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited to his product.

3. 'The Friendly Invasion'
This 12-minute colour film, which was made at the Brussels and Toronto British Weeks, shows how the products of hundreds of British firms were sold to the public from every suitable shop in the two cities. The film explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

These 16-mm colour films, prepared for the Board of Trade by the Central Office of Information, give a graphic and comprehensive picture of the ways in which the Board of Trade can help British companies to sell abroad.

The Board has also published a set of leaflets summarising each film and giving useful contact points. They are available free of charge from the Board of Trade, Room 707, 1 Victoria Street, London SW1.

If you want to know how the Government's services to exporters operate and how they can help your firm, you should see these films. Copies of all three are readily available on hire from:

The Central Film Library,
Government Buildings,
Bromyard Avenue, Acton,
London W3. (Tel: 01-743 5555)